

# The Cash Box

VOLUME XVIII—NUMBER 46

AUGUST 3, 1957



When Chuck Berry broke across the record horizon a couple of years ago with "Maybellene" on Chess Records, it was the launching of a career that was to establish him as one of the country's top recording artists. His most recent nationwide, all market hit was "School Day (Ring Ring Goes The Bell)" and is currently followed by "Oh Baby Doll", already on both the Pop and R&B charts and moving up.



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FOR A  
BIG  
SPIN!**

*Already spinning to the top:*



*Sizzling sales... 18,000 a day!*

**THE AMES BROTHERS**

*with JOE REISMAN'S ORCH. & CHORUS*

**TAMMY** *(from the Universal-International film, "Tammy and the Bachelor")*

**ROCKIN' SHOES** *c/w*

47/20-6930



**BOB JAXON**

**BEACH PARTY** *c/w*

**I'M HANGIN' AROUND**

47/20-6945



**DINAH SHORE**

**FASCINATION** *(from the Allied Artists film "Love in the Afternoon")*

*c/w* **TILL**

47/20-6980



**KAY STARR**

**MY HEART REMINDS ME**

*c/w* **FLIM, FLAM, FLOO**

47/20-6981

**THE VOICES OF  
WALTER SCHUMANN  
SOFT SANDS** *c/w*  
**BAND OF ANGELS**

*(from the Warner Bros. film "Band of Angels")*

47/20-6986



**JANIS MARTIN**

**LOVE AND KISSES** *c/w*  
**I'LL NEVER BE FREE**

47/20-6983

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\* STARRING \*  
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America's favorite speed...



45 RPM



**RCA VICTOR**

TRADE MARK RADIO CORPORATION OF AMERICA





FOUNDED BY BILL GERSH

# The Cash Box

Volume XVIII—Number 46

August 3, 1957

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ADVERTISING RATES on request. All advertising closes Friday at 12 Noon preceding week of issue. Advertisements subject to approval of publishers.

SUBSCRIPTION RATES \$15 per year anywhere in the U. S. A. Published weekly. Second class mailing privileges authorized at New York, N. Y.

THE CASH BOX covers the entire music industry, ranging from retail record and music stores to disk jockeys, music publishers, recording artists, record manufacturers, music composers and arrangers, radio and TV stations, and all others allied to the music industry throughout the world.

THE CASH BOX covers the entire coin machine industry all over the world. Operators, jobbers, distributors, manufacturers and suppliers of automatic music vending, service and amusement machines are covered.

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# JAZZ FOR JUKE BOXES

Until very recently, the one way in which jazz has been sold to the public as far as records are concerned has been through LPs. The reasons for this are clear. First of all, jazz is such a specialized field that there may not be an audience large enough to warrant issuing single jazz records. And second of all, in the jazz medium individual numbers sometimes run to such lengths that they couldn't realistically be put on singles.

However an interesting development is taking place today which may be bringing about a considerable change in the merchandising of jazz records. It started when some of the LPs were broken down into EPs and sold to the public in that form. Now as EPs, they became attractive to juke box operators who either had locations which catered to that type of music or who felt that jazz should at least be represented on their increased capacity machines. But those who tried the jazz EPs were usually sorely disappointed, for the length of the numbers were a difficult problem. It wasn't unusual, for instance, to find a particular passage which ran six minutes or more, which made the record unfeasible from any commercial point of view.

Yet it seemed to record company officials that if there was a potential juke box market for their jazz cata-

logue, then there should be some way that jazz material could be made suitable for such use.

And now they have found the way. In the last several months company after company has been going through its jazz catalogue, culling the most likely material, and then editing it. In many cases numbers have been cut considerably with whole passages being taken out. Sometimes, they have even been cut in half or more. Yet they have kept the feeling of the number and the spirit of what was being recorded. In this way some of the great jazz recordings, which ordinarily could never be heard outside of LPs, are now being made available to the public through the nation's juke boxes.

What's more, this development indicates that there may be an entirely new approach to the recording of jazz from now on. Not that jazz artists will be restricted in any way. But numbers will now probably be done with an eye to using parts of the work for more commercial outlets.

All this bodes well for jazz. For if the general public can become more familiar with the jazz idiom through the juke boxes of the nation, it means that greater audiences will be developed for jazz LPs and the mushrooming jazz concert field.

# DOT RECORDS GIVES YOU



# Pat BOONE

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## GOLDMINE IN THE SKY

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JUKEBOX LIGHT**

**ON MY MIND  
AGAIN**

# 15606



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"OH, SUSANNA"  
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**Top Ten**  
JUKE BOX TUNES

(PLUS THE NEXT 25)

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**JOHNNY KAY**  
ARGO # 5275  
10,000 SOLD IN CLEVELAND FIRST WEEK!

**ALREADY A HIT!  
DESTINED TO BE A SMASH!**

**"FLAT FOOT SAM"**  
BY  
**T. V. SLIM**  
CHECKER # 870

**BIG! TWO SIDER FROM THE RAVENS**  
**"THAT'LL BE THE DAY"**  
b/w  
**"DEAR ONE"**  
ARGO # 5276

**THE ORIGINAL CHARTBUSTER**  
**"LONG LONELY NIGHTS"**  
By  
**LEE ANDREWS**  
AND THE HEARTS  
CHESS # 1665

CHESS .....  
CHECKER ..  
ARGO .....  
**RECORD Co.,**  
2120 S. MICHIGAN AVE.  
CHICAGO 16, ILLINOIS

		Pos. Last Week
<b>1</b>	<b>BYE, BYE LOVE</b> <b>EVERLY BROTHERS</b> CD-1315—Everly Brothers DE-30321—Webb Pierce	<b>1</b>
<b>2</b>	<b>TEDDY BEAR</b> <b>ELVIS PRESLEY</b> VI-7000—Elvis Presley	<b>5</b>
<b>3</b>	<b>LOVE LETTERS IN THE SAND</b> <b>PAT BOONE</b> DO-15570—Pat Boone DO-15578—Mac Wiseman	<b>2</b>
<b>4</b>	<b>I'M GONNA SIT RIGHT DOWN</b> <b>BILLY WILLIAMS</b> CR-61830—Billy Williams	<b>6</b>
<b>5</b>	<b>IT'S NOT FOR ME TO SAY</b> <b>JOHNNY MATHIS</b> CO-40851—Johnny Mathis LO-1754—Cyril Stapleton	<b>4</b>
<b>6</b>	<b>SO RARE</b> <b>JIMMY DORSEY</b> FR-755—Jimmy Dorsey	<b>3</b>
<b>7</b>	<b>OLD CAPE COD</b> <b>PATTI PAGE</b> ME-71101—Patti Page	<b>7</b>
<b>8</b>	<b>SEARCHIN'</b> <b>THE COASTERS</b> AC-6087—The Coasters	<b>8</b>
<b>9</b>	<b>AROUND THE WORLD</b> <b>VICTOR YOUNG—MANTOVANI (TIE)</b> AP9770—Don Costa O. CR-61741—Lawrence Welk O. CR-61856—McGuire Sisters AO—Apollo DE-30262—Victor Young O. DE-30398—George Barnes KA-185—Jane Morgan	<b>—</b>
<b>10</b>	<b>I LIKE YOUR KIND OF LOVE</b> <b>ANDY WILLIAMS</b> CD-1323—Andy Williams	<b>—</b>

11) A WHITE SPORT COAT. 12) SEND FOR ME. 13) DARK MOON. 14) WHITE SILVER SANDS. 15) WHISPERING BELLS. 16) START MOVIN'. 17) SHORT FAT FANNIE. 18) SHANGRI-LA. 19) WONDERFUL! WONDERFUL! 20) ALL SHOOK UP. 21) OVER THE MOUNTAIN, ACROSS THE SEA. 22) TAMMY. 23) STAR DUST. 24) WITH ALL MY HEART. 25) LOVING YOU. 26) A TEENAGER'S ROMANCE. 27) GONNA FIND ME A BLUEBIRD. 28) JENNY, JENNY. 29) RAINBOW. 30) LITTLE DARLIN'. 31) YOUNG BLOOD. 32) DIANA. 33) MY PERSONAL POSSESSION. 34) FOUR WALLS. 35) A FALLEN STAR.

**CODE**

AB—Abbott	CH—Chess	EP—Epic	HE—Herald	NG—Norgran	SP—Specialty
AC—Atco	CK—Checker	ER—Era	IM—Imperial	OK—Okeh	SU—Sun
AL—Aladdin	CM—Cameo	EX—Excella	JU—Jubilee	PE—Peacock	TH—Thunderbird
AO—Apollo	CO—Columbia	FB—Fabar	JZ—Josie	PR—Prestige	TI—Tico
AP—ABC	CR—Coral	4 Star—Four Star	KA—Kapp	RA—Rainbow	UN—United
AP—Paramount	DA—Danna	FE—Federal	KI—King	RE—Regent	UQ—Unique
AT—Atlantic	DE—Decca	FI—Fiesta	LI—Liberty	RM—Rama	VE—Verve
BR—Brunswick	DL—DeLuxe	FR—Fraternity	LO—London	RO—Roulette	VI—Vee-Vee
BT—Bethlehem	DO—Dot	GE—Gee	ME—Mercury	RP—RPM	VJ—Vee-Jay
BY—Bally	DT—Dooto	GL—Glory	MG—MGM	SA—Savoy	VK—Vik
CA—Capitol	DU—Duke	GR—Groove	MO—Modern	SE—Seeco	VP—Vip
CD—Cadence	EL—Eldorado				

*Sensational*

# "BEAUTIFUL WEEKEND"

b/w

"ROCK-A-BOOGIE"

**CLASS 212**

(Instrumental with choir)

# Googie René

Other HITS by GOOGIE RENÉ

- ★ No. 201 "WHAM BAM"
- ★ No. 205 "MIDNIGHT"
- ★ No. 208 "SIDETRACK"



  
*Class*  
 Records

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**RECORDO MUSIC PUBLISHERS**  
 2124 W. 24th STREET  
 LOS ANGELES, CALIF.



# The Cash Box

# TOP 60

## Best Selling Tunes on Records

COMPILED BY The Cash Box FROM LEADING RETAIL OUTLETS

Pos. 7/27		Pos. 7/20		Pos. 7/27		Pos. 7/20		Pos. 7/27		Pos. 7/20		Pos. 7/27		Pos. 7/20					
1	—	2	1	7	—	6	4	16	—	24	26	36	—	—	—	46	—		
★VI-7000—ELVIS PRESLEY <i>Loving You</i>		★FR-755—JIMMY DORSEY <i>Sophisticated Swing</i>		★CO-40784—JOHNNY MATHIS <i>When Sunny Gets Blue</i>		★AC-6087—THE COASTERS <i>Searchin'</i>		★AC-6087—THE COASTERS <i>Searchin'</i>		★CO-40955—JILL COREY <i>Love</i>		★RO-4015—JIMMIE RODGERS <i>Their Hearts Were Full Of Spring</i>							
2	—	1	3	8	—	B	B	26	—	34	30	37	—	30	2B	47	—		
★CD-1315—EVERLY BROTHERS <i>I Wonder If I Care As Much</i>		★ME-71101—PATTI PAGE <i>Wondering</i>		GL-256—DENNY VAUGHAN <i>Since You Went Away</i>		VI-6916—JAN PEERCE <i>My Yiddishe Momme</i>		★CA-3737—NAT "KING" COLE <i>Send For Me</i>		DE-30361—ANDY BEY <i>The Meaning Of The Blues</i>		★EP-9216—SAL MINEO <i>Love Affair</i>		★IM-5454—FATS DOMINO <i>When I See You</i>		★47—What Will I Tell My Heart			
3	—	5	5	9	—	7	7	17	—	39	49	38	—	40	55	48	—		
★CO-40B51—JOHNNY MATHIS <i>Warm And Tender</i>		★AC-6087—THE COASTERS <i>Young Blood</i>		★EP-9213—FOUR COINS <i>First In Line</i>		18—Rainbow		★GE-1039—FRANKIE LYMON & TEENAGERS <i>Creation Of Love</i>		★ME-71122—SARAH VAUGHAN & BILLY ECKSTINE <i>The Door Is Open</i>		★38—Passing Strangers		★48—Cool Shake		★48—Cool Shake			
4	—	4	6	10	—	14	23	19	31	27	—	49	—	48	47	44	48		
★CR-61830—BILLY WILLIAMS <i>Date With The Blues</i>		★CR-61851—DEBBIE REYNOLDS <i>French Heels</i>		★CR-61845—JOSEPH GERSHENSON <i>The Bachelor</i>		★KA-184—RUSS HAMILTON <i>We Will Make Love</i>		★CN-1003—JODIE SANDS <i>More Than Only Friends</i>		★EM-1019—FIVE SATINS <i>Wish I Had My Baby</i>		★ME-71122—SARAH VAUGHAN & BILLY ECKSTINE <i>The Door Is Open</i>		★IM-5454—FATS DOMINO <i>When I See You</i>		★48—Cool Shake			
5	—	3	2	11	—	10	11	15	12	20	—	50	—	36	32	37	44		
★DO-15570—PAT BOONE <i>Bernardine</i>		BR-55013—LENNON SISTERS <i>One Day A Little Girl</i>		DE-30363—Owen Bradley <i>Midnight Blues</i>		★JU-5288—DON RONDO <i>Stars Fell On Alabama</i>		★CD-1323—ANDY WILLIAMS <i>Stop Teasin' Me</i>		★VE-10047—RICKY NELSON <i>I'm Walkin'</i>		★MG-12412—MARVIN RAINWATER <i>So You Think You've Got Troubles</i>		★LU-105—Buchanan & Goodman <i>Martian Symphony</i>		★37—Flying Saucer The 2nd		★44—Flying Saucer The 2nd	
6	—	9	10	12	—	11	14	16	9	25	—	51	—	50	—	53	56	54	—
AP-9770—DON COSTA O. <i>Everybody Loves Pierre</i>		★CA-3737—NAT "KING" COLE <i>My Personal Possession</i>		★DO-15550—BONNIE GUITAR <i>Big Mike</i>		★DO-15558—GALE STORM <i>A Little Too Late</i>		★30—A Fallen Star		★CA-3742—FERLIN HUSKY <i>Prize Possession</i>		★AT-1149—CLYDE McPHATTER <i>Heartaches</i>		★52—C.C. Rider		★53—Rock Your Little Baby To Sleep		★53—Rock Your Little Baby To Sleep	
7	—	11	14	13	—	17	22	22	—	28	—	52	—	50	—	43	39	43	39
★LO-1746—MANTOVANI O. <i>Road To Ballingary</i>		★LI-55071—BILL WARD & DOMINOES <i>Lucinda</i>		★DO-15578—MAC WISEMAN <i>Because We Are Young</i>		★OJ-1002—DAVE GARDNER <i>Fat Charlie</i>		★31—Jenny, Jenny		★DO-1289—JIMMY NEWMAN <i>I Can't Go On This Way</i>		★CH-1665—LEE ANDREWS <i>The Clock</i>		★54—Just Between You And Me		★55—Oh Baby Doll		★55—Oh Baby Doll	
8	—	17	22	14	—	16	9	29	27	29	—	53	—	49	50	49	50	49	50
★MG-12507—RAY CHARLES SINGERS <i>Take A Trip To Memory Lane</i>		★SP-608—LARRY WILLIAMS <i>High School Dance</i>		★DE-30262—VICTOR YOUNG O. <i>Around The World—Crosby</i>		★VE-10068—STAN WILSON <i>Sweet Annabelle</i>		★32—Island In The Sun		★ME-71124—NICK NOBLE <i>Let Me Hold You In My Arms</i>		★VI-6982—HUGO WINTERHALTER O. <i>Happy Cobbler</i>		★56—Susie-Q		★57—Freight Train		★57—Freight Train	
9	—	12	17	15	—	21	—	32	36	32	—	54	—	43	39	43	39	43	39
★TH-1956—JACK HASKELL <i>Away Out West</i>				★CA-3762—TENNESSEE ERNIE FORD <i>Ivy League</i>		★33—Build Your Love		★33—Build Your Love		★BR-55009—THE CRICKETS <i>I'm Looking For Someone To Love</i>		★58—Bon Voyage		★59—All Shook Up		★59—All Shook Up		★59—All Shook Up	
10	—	13	18	16	—	22	—	33	34	33	—	55	—	45	45	45	45	45	45
★VI-6677—EDDIE FISHER <i>Cindy Oh Cindy</i>				★CO-40965—TONY BENNETT <i>I Am</i>		★34—Whole Lot Of Shakin' Going On		★34—Whole Lot Of Shakin' Going On		★VI-6885—HARRY BELAFONTE <i>Cocanut Woman</i>		★56—Susie-Q		★57—Freight Train		★57—Freight Train		★57—Freight Train	
11	—	13	18	17	—	22	—	36	—	36	—	56	—	49	50	49	50	49	50
★VI-6853—MANNY LOPEZ O. <i>Summer Romance</i>				★VE-10068—STAN WILSON <i>Sweet Annabelle</i>		★35—I Am		★35—I Am		★SU-267 JERRY LEE LEWIS <i>It'll Be Me</i>		★58—Bon Voyage		★59—All Shook Up		★59—All Shook Up		★59—All Shook Up	
12	—	13	18	18	—	24	—	36	—	36	—	57	—	49	50	49	50	49	50
★VI-6947—EDDIE FISHER <i>Slow Burning Love</i>				★36—A White Sport Coat		★36—A White Sport Coat		★36—A White Sport Coat		★IM-5442—FATS DOMINO <i>It's You I Love</i>		★59—All Shook Up		★60—Four Walls		★60—Four Walls		★60—Four Walls	
13	—	13	18	21	—	24	—	36	—	36	—	58	—	49	50	49	50	49	50
				★37—Wonderful! Wonderful!		★37—Wonderful! Wonderful!		★37—Wonderful! Wonderful!		★FR-777—JIMMY DORSEY O. <i>Jay-Dee's Boogie Woogie</i>		★60—Four Walls		★60—Four Walls		★60—Four Walls		★60—Four Walls	

### CODE :

- |                   |             |               |             |               |             |              |             |                |               |
|-------------------|-------------|---------------|-------------|---------------|-------------|--------------|-------------|----------------|---------------|
| AO—Apollo         | CA—Capitol  | CO—Columbia   | DT—Dooto    | FE—Federal    | HE—Herald   | LU—Luniverse | PI—Pilgrim  | SA—Savoy       | UN—United     |
| AP—ABC-Paramount  | CC—Chic     | CR—Coral      | DU—Duke     | FI—Fiesta     | IM—Imperial | ME—Mercury   | PR—Prestige | SE—Seeco       | UQ—Unique     |
| AT—Atlantic       | CD—Cadence  | DA—Dana       | EL—Eldorado | FL—Flash      | JU—Jubilee  | MG—MGM       | PT—Point    | SG—Sage        | VE—Verve      |
| AB—Abbott         | CH—Chess    | DD—Dale       | EM—Ember    | FP—Flip       | JZ—Josie    | MO—Modern    | RA—Rainbow  | SP—Specialty   | VI—RCA Victor |
| AC—Atco           | CK—Checker  | DE—Decca      | EP—Epic     | FR—Fraternity | KA—Kapp     | NG—Norgran   | RE—Regent   | SU—Sun         | VJ—Vee Jay    |
| AF—Audio Fidelity | CL—Colonial | DL—DeLuxe     | ER—Era      | GE—Gee        | KI—King     | OJ—OJ        | RM—Rama     | TH—Thunderbird | VK—Vik        |
| AG—Argo           | CM—Cameo    | DO—Dot        | EX—Excello  | GL—Glory      | LI—Liberty  | OK—Okeh      | RO—Roulette | TI—Tico        | VP—Vip        |
| AL—Aladdin        | BY—Bally    | CN—Chancellor | FB—Fabor    | GO—Gone       | LO—London   | PE—Pescok    | RP—RPM      |                |               |

★ INDICATES BEST SELLING RECORD OR RECORDS.  
 • Times are listed above in order of their popularity based on a continuing weekly national survey of leading retail dealers by The Cash Box. Each listing includes the name of the song, record number, artists and tune on the reverse side.  
 • The numbers underneath the title indicate the positions of the record last week and two weeks ago, respectively. • All labels listed in alphabetical order.





ARE A  
RECORD BUYER'S BEST FRIEND

GREAT NEW RELEASE

**"OH, HOW I WISH"**

featuring Dave Sommerville

COUPLED WITH

**"ZIP, ZIP"**

MERCURY 71165





# Record Reviews

**A** DISK & SLEEPER

**B** VERY GOOD

**C** FAIR

**B+** EXCELLENT

**C+** GOOD

**D** MEDIOCRE

"Only those records best suited for commercial use are reviewed by THE CASH BOX"

## BILLY MAXTED & ORCH.

(Cadence 1325)

**B+** "STRANGE CARGO" (2:23) [Robbins ASCAP—Slack, McKinley, Bradley] Here's a sleeper to watch closely. It's an exciting piano instrumental set against a striking orchestral backdrop with a great beat. Cadence is sizzling, and this fascinating change-of-pace instrumental could get caught up in the diskery's wind storm and turn out to be a big hit. It's got that "Honky Tonk" commerciality.

**C+** "TWO FINGER BLUES" (2:10) [Scherer Songs BMI—Cleveland, Lampert, Martin] A bluesy boogie-woogie item, with two fingers of the right hand used to carry the melody on the ivories, is pleasantly handled by Maxted.

## ANTHONY ROMA

(Prep 112)

**B** "GOOD INTENTIONS" (2:24) [E.H. Morris ASCAP—Leigh, Coleman] Prep introduces Anthony Roma, a polished young songster with a rich, warm voice. He makes a fine first showing on a pretty romantic opus.

**C+** "TOO GOOD TO TALK ABOUT" (2:20) [E.H. Morris ASCAP—Leigh, Coleman] Tony has Sinatra's free swing on this rhythmic romancer. Pleasant ditty with a cute love lyric.

## RAY ELLIS & HIS GYPSIES ORCH.

(Columbia 40982)

**B+** "FASCINATION" (2:26) [Southern ASCAP—Manning, Marchetti] Ray Ellis, the man responsible for a number of pretty accompaniments on Columbia's hit releases, makes his singles debut with a fascinating string and chorus interpretation of the much recorded waltz theme from the hit "Love In The Afternoon" pic. Lush and flowing arrangement that should bite off a healthy chunk of the sales this tune will garner. Ellis is a magnificent conductor-arranger and could start his climb to the top aboard this initial release. It's beautiful.

**C+** "SOFT SANDS" (2:57) [Weiss & Berry BMI—Coates, Stein] Another pretty chorus-ork reading of a heavily covered tune.

## BROOK BENTON

(Vik 0285)

**B** "COME ON, BE NICE" (2:26) [Eden BMI—Otis, Benton] A smooth shuffling rock and roller is excitingly styled by the rich voice of Brook Benton. Lad has a strong tune to work with and comes up with a commercial rendition. Could make some noise.

**B** "I WANNA DO EVERYTHING FOR YOU" [Raleigh BMI—Otis, Benton] The tempo is upped on this half for the performer's rockin' reading of another teenage item with a powerful dance beat. Benton has a sound.

## LAURA K. BRYANT

(Cameo 112)

**B+** "THE KISS I NEVER HAD" (2:18) [Lowe-Ross Jungnickel ASCAP—Mann, Lowe] Laura Bryant, who made territorial noise with her "Billy" waxing, comes thru with a class tear-jerker that should do well in today's "sweeter Music" market.

**B** "I DON'T HURT ANYMORE" (2:05) [Hill & Range BMI—Rollins, Robertson] Here the lark belts a big R & R reading of top country tune of a few years ago. Dramatic job that could send the tune soaring in the pop market.

## The Cash Box Disk of the Week

"THERE'S A GOLD MINE IN THE SKY" (2:15) [Bourne ASCAP—Kenny, Kenny] "REMEMBER YOU'RE MINE" (2:14) [Lowe-Tray ASCAP—Mann, Lowe]  
PAT BOONE (Dot 15602)

● Pat Boone's development as one of the entertainment field's most sought after personalities has been truly phenomenal. And the next decade should find the artist's stock soaring to even greater heights. In the wax field, he continues to turn out disk after disk, all of which sell by the carload. As a follow-up to his current gold-disk "Love Letters In The Sand", Pat offers two more wonderful sides that can't miss. "There's A Gold Mine In The Sky" is another great oldie brought up to date by Pat's smooth, rhythmic vocalizing. This side also was penned by Charles & Nick Kenny, authors of "Love Letters". Equally exciting is "Remember You're Mine", a mellow reading of an outstanding new love song with a great summer lyric. Two clean-cut renditions of top drawer material. Take your pick.

"ON MY MIND AGAIN" (2:38) [Slim Willet Songs BMI—Beard, Ray, Willet] "LOVE BY THE JUKEBOX LIGHT" (2:08) [Dandelion BMI—Miller, Johnston]  
GALE STORM (Dot 15606)

● A tune of country origin gave Gale Storm her biggest record in quite some time, "Dark Moon", a disk which is still way up near the top of the big money-makers. And by the time "Dark Moon" descends the sales ladder, her latest release, another country tune should be up there. Her new disk is dubbed "On My Mind Again", an emotional love song that enjoyed a healthy run in the country field. Miss Storm's tearful voice fits the sentimental tune perfectly and the results are excellent. Should be another big one. Flip, "Love By The Jukebox Light" is a shuffle-beat romancer that should also appeal to the younger set. Touching love lyric.

"BAND OF ANGELS" (2:40) [M. Witmark ASCAP—Steiner, Sigman] "PLEASE MR. BROWN" (2:14) [Leeds ASCAP—Raye, DePaul]  
SARAH VAUGHAN (Mercury 71157)

● Sarah Vaughan, currently enjoying sales success on her duet dishing with Billy Eckstine of "Passing Strangers", comes front-and-center as a soloist with two of her best sides since her "Make Yourself Comfortable" release. The two new releases are as different as day and night, yet both are tremendous recordings that should get heavy play from the platter spinners and ops. "Band Of Angels" is a brilliant title tune from a soon-to-be released Warner Bros. flicker. It's a haunting and beautiful theme that gets prettier with each listen. And only a vocalist with Miss Vaughan's great range could handle a tune as difficult as this. Great performance. Equally wonderful is a spicy tango novelty tagged "Please Mr. Brown". Terrific novelty with a very clever, sophisticated lyric all set to a tremendous arrangement and accompaniment. Big two sider to watch closely.

"OH HOW I WISH" [Weiss & Barry BMI—Curtis] "ZIP ZIP" [Pure BMI—Keye, Columbo, Booros]  
THE DIAMONDS (Mercury 71165)

● The Diamonds, completing a fabulous run on the charts with their million-plus best seller "Little Darlin'", have another powerful contender for the big time in their latest Mercury disk "Oh How I Wish". The tune is a pleasant shuffle romancer with a smooth baritone in the spotlight and the group accompanying with a "Memories Are Made Of This" type backing. Excellent rhythm romancer that should break and carry into the Fall months. Also strong is the quartet's finger-snappin' reading of a solid swinger tagged "Zip Zip". Torrid dance stuff for juke boxes in teenage locations. Watch this coupling.

"NO HUH" (1:50) [Criterion ASCAP—Hoffman, Manning, Kaleolani] "GOOD GOLLY" (1:34) [Opal BMI—Strange, Escamilla]  
RUSTY DRAPER (Mercury 71162)

● Rusty Draper, one of the few performers in the business who can sing any type of tune well, follows-up his current chart rider "Freight Train" with a delightful new rock-a-hula novelty titled "No Huh (Don't Be Mad)". Aply assisted by a strong choral backdrop, Rusty hands in a most inviting ditty based on a tune that's a big hit in Honolulu. It's got a happy sound, a good beat and a catchy lyric. When you listen to it, you feel as tho you want to sing along. This side could help develop a Hawaiian-R & R trend. Bottom half, "Good Golly" is a multiple voice rocker, also excellent for the kids. But it's the top half that deserves attention.

## EDDIE LAWRENCE

(Coral 61863)

**B+** "MEMORIES OF LOUISE" [Merrick BMI—Lawrence] Eddie Lawrence who made his mark in the wax world with his comedy narrations as the Old Philosopher, comes up with another hilarious side as he tells, in a British accent, of his miserable life with his wife, Many funny lines. Jocks seeking a change-of-pace item will wear the grooves off of this one.

**B** "THE OLD PHILOSOPHER ON THE RANGE" [Merrick BMI—Lawrence] Eddie tears apart the lyrics to "Home On The Range". Here he narrates in his familiar philosopher style. Another refreshing novelty for jocks and kids.

## CAMARATA

(Disneyland 55)

**B+** "TRUMPETER'S PRAYER" (2:40) [Walt Disney ASCAP—Camarata] This waxing is taken from "Tutti's Trumpet" LP, which features six name trumpeters in solo spots under Tutti Camarata's direction. Conrad Gozzo warmly does the trumpet chores here on a feelingful melody. The artist gets excellent ork-chorus support. May catch on. The LP is a best seller and the single could also attract coin.

**B** "BOY MEETS HORN" (3:16) [American Academy Of Music ASCAP—Mills, Ellington, Stewart] Tricky trumpet work by Shorty Sherlock on the oldie keeps this affair in an inventive, and novel light.

## JOHNNY JANIS

(ABC-Paramount 9840)

**B** "LATER BABY" (2:05) [T.C. BMI—Turnbull, Pike] The "sound" here is up to high rock 'n roll standards with the vocal by Janis pouncing on the tune with a sure R&R skill. A driving opus with obvious teen appeal.

**C+** "ALL THE TIME" (2:00) [Pamco BMI—Davis] Janis continues his show of strong R&R strength on a run-way rocker.

## LES BAXTER ORCH.

(Capitol 3768)

**B** "MANHATTAN" [E. B. Marks ASCAP—Rodgers, Hart] Les Baxter brings a great oldie front and center with a beautiful new easy-lifting, instrumental arrangement that could make the evergreen a commercial hit all over again. Smooth and delightful programming material.

**B** "LA PANSE" [Leeds ASCAP—Rendine, Pisano] Here the maestro leads his aggregation through a light and infectious continental bouncer with the chorus employed as an instrument. Interesting novelty.

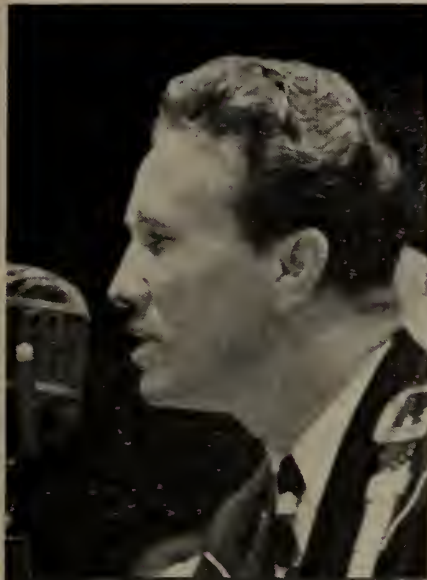
## "HARRY" THE HIPSTER

(Hip 501)

**B** "I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER" (2:17) [Brown DeSylva-Henderson A S C A P—Ahler, Young]—Here's a version of the oldie currently making chart rounds, that's certain to draw attention. The pianist-vocalist offers the tune with a light, and breezy swing tempo, true to his "hipster" tag. Great change-of-pace programming for the deejays.

**B** "LIVE FAST DIE YOUNG AND HAVE A GOOD LOOKIN' CORPSE" (2:15) [Atomic BMI—Gibson] An original composition by the artist gets a treatment in a vein similar to the top deck. Side answers the what-to-play-that's-different cry of the jocks.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"



**MARTY  
ROBBINS  
RAY  
CONNIFF**

Please Don't Blame Me  
*b/w*  
Teen-Age Dream  
Marty Robbins with  
Ray Conniff  
and His Orchestra  
4-40969



**JOHNNY  
BOND**

Sale of Broken Hearts  
*b/w*  
All I Can Do Is Cry  
Johnny Bond  
4-40973-c



**VIC  
DAMONE  
PERCY  
FAITH**

An Affair to Remember  
from the 20th Century-  
Fox Picture "An Affair  
to Remember"  
*b/w*  
In the Eyes of the World  
Vic Damone with  
Percy Faith  
4-40945



**JILL COREY  
JIMMY  
CARROLL**

Love Me to Pieces  
from the CBS Television  
"Studio One Summer  
Theatre" Production of  
the same name  
*b/w*  
Love  
Jill Corey with  
Jimmy Carroll  
and His Orchestra  
4-40955

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# Record Reviews

**A** DISK & SLEEPER

**B** VERY GOOD

**C** FAIR

**B+** EXCELLENT

**C+** GOOD

**D** MEDIOCRE

*"Only those records best suited for commercial use are reviewed by THE CASH BOX"*

JANIS MARTIN

(RCA Victor 6983)

**B+** "LOVE AND KISSES" (1:59) [Trinity BMI—Moore, Davie, Grean] Rockabilly songstress Martin could make impressive pop news with this entry, a snappy ditty with cute lyric appeal. The thrush makes the most of this bright affair in her hand-clapping approach. Keep tabs on this one.

**B** "I'LL NEVER BE FREE" (2:01) [Laurel ASCAP—Benjamin, Weiss] A hard beat has been added to this oldie convincingly wrapped up by the artist.

RANDY SPARKS

(Verve 10066)

**B** "ONCE THEY WERE YOUNG" (2:37) [Oakland ASCAP—Sparks] Sparks tenderly sings a beautifully expressive melody with strong folk leaning. Written by the artist, the number is a sensitive approach to the "too young" type of song. Class presentation.

**C+** "BRIGHT MOON, BRIGHT STAR" (1:51) [Oakland ASCAP—Sparks] Another Sparks composition, a calypso tuned pleaser, is conveyed with zest by the performer.

JIMMY GAVIN

(Cameo 113)

**B+** "I SIT IN MY WINDOW" (2:05) [Starling BMI—Davenport, Blackwell] Jimmy Gavin gets fabulous gimmick and choral support as he projects on a free-swinging rock and roll side that could make a heap of noise. Full, exciting item tailor-made for the younger set. Watch this half.

**C+** "LONELY CHAIR" (2:40) [Progressive BMI—Price, Boskent] Jimmy belts out a slow beat R & R ballad reminiscent of the recent click "Just Because".

CLYDE STACY

(Candlelight 1018)

**B+** "DREAM BOY" (2:26) [Pollard BMI—Lipscomb] Clyde Stacy, who made some territorial noise with "So Young", has a follow-up side that could break on a national scale. Commercial teenage fare with a simple melody and a tender romantic lyric. This deck grows on you. It's got that something extra.

**C+** "A BROKEN HEART" (2:46) [Pollard BMI—Stacy] The songster also penned this fragile country flavored romancer. Pretty ballad deck with a heavy hearted vocal.

TONI ARDEN

(Decca 30396)

**B+** "IT TAKES ONLY ONE" (2:20) [Ross Jungnickel ASCAP—Schroeder, Weisman] Miss Arden very capably handles one of those big, dramatic affairs telling of a world of a lot of people, but taking only one to bring a happy life. Should see hefty deejay play.

**B** "GOOD MORNING, MR. LOVE" (2:20) [Progressive BMI—Pomus, Shuman] A sunny item gets a sparkling vocal approach from the artist. Happy beat tune.

## The Cash Box Sleeper of the Week

"WHEN YOU RETURN"

(2:40)

[A.M.C. ASCAP—Ram]

"LET'S START ALL OVER

AGAIN" (2:35)

[Sophisticate BMI—Johnson]

TONY WILLIAMS (Mercury 71158)

Mercury Records displays the tremendous versatility of the very successful Platters by featuring Tony Williams, the group's lead voice, in his first solo effort. Working against a lush string accompaniment, the gifted vocalist hands in striking performances of two outstanding ballad items tailor-made for today's market. "When You Return" is a dramatic ballad with potent love lyrics set to the favorite melody of "Danny Boy". Powerful job, especially when Tony hits the high notes in his clear, emotional manner. "Let's Start All Over Again" opens with a verse and leads into another beautiful romancer chanted from the heart. Williams, still very much a member of the platters, should do extremely well with this solo coupling.

"DON'T TELL ME YOUR TROUBLES" (2:23)

[Kahl BMI—Jacobson, Roberts, Unger]

"EVER SINCE THAT NIGHT" (2:00) [Kahl BMI—Stallman, Shapiro]

JIMMY BOWEN (Roulette 4017)

Jimmy Bowen, who zoomed into the recording spotlight with his big waxing "I'm Stickin' With You", and followed up with another chart item "Warm Up To Me Baby", has a new side that should extend his consecutive hit string to 3-in-a-row. The number is dubbed "Don't Tell Me Your Troubles" and is aimed directly at the teenage market. It's a handclapping jumper with catchy vocal effort by the songster. Right in line with the best selling rock-a-billy merchandise. Watch the lists for this one. Flip "Ever Since That Night" is another rhythmic opus with a country flavoring. But it's the upper side that's got the goods.

"BE FAIR" (2:45) [Cornell ASCAP—Wayne, Gannon]

"WHEN WILL I FORGET YOU" (3:00) [Ricki ASCAP—George, Walker]

AL HIBBLER (Decca 30397)

Al Hibbler, who did so well with "Unchained Melody", "After The Lights Go Down Low" and "He", is back on the winning track with a big new side that should be his biggest seller in quite some time. The number is tagged "Be Fair" and features the rich voiced star with a heart-felt rendition of an emotional love song. Well written romancer that should blossom into a top favorite. Jack Pleis' ork and chorus supply a beautiful background for Hibbler. Big new side that falls right in line with today's trend toward sweeter music. The companion deck "When Will I Forget You", is another class love story treated with sincerity. Al's great range and phrasing make this side a standout also: Keep a tab on the upper portion.

"A DANCE, A KISS AND A PROMISE" (2:34)

[Republic BMI—Starr, Wolf]

"DOUBLE-DATE" (2:02) [Republic BMI—Starr, Wolf]

RANDY STARR (Dale 102)

The singing dentist, Randy Starr, made a tremendous first showing recently when, as an unknown on a new label, he hit nationally with his first recording "After School". The disk enjoyed a long run and we can expect an even stronger reaction to his latest effort, "A Dance, A Kiss And A Promise". Easy lilting love tune loaded with teenappeal. Randy's vocal work is soft, pleasant and extremely commercial. And his whistling on the disk adds further color to the charming melody. Sounds like another big one for Dale. Flip "Double-Date" is another item designed for the younger set. Up beat dance opus with some multiple voice work.

"BEAUTIFUL WEEKEND" (2:34) [Recordo BMI—Vikki]

"ROCK-A BOOGIE" (2:45) [Recordo BMI—Thomas]

GOOGIE RENE (Class 212)

Here's a sleeper that immediately arrests the listener's attention. It's an outstanding instrumental offering featuring the superb keyboard work of Googie Rene set against a stirring chorus and ork backdrop. Titled "Beautiful Weekend", the tune has the same charm and hit ingredients that made "Soft Summer Breeze" and "Canadian Sunset" such huge successes. The easy lilting theme is repeated often and after a few listens, you find yourself whistling it. Rene has a delightful technique and some great material to work with. The lad clicked with two sides of a previous Class release "Sidetrack" and "Midnight" in the R & B field a few months ago. "Beautiful Weekend" could do the same in the pop dept. Flip "Rock-A Boogie" is a boogie woogie item with a R & R beat.

KIP HALE

(Cabot 107)

**B** "ANGELITA" (2:30) [Olman ASCAP—Alperson, Hughes, Stapley] Hale effectively sings this salute to the gal from "The Restless Breed" pic. Lush ork and chorus arrangement suits the soaring nature of the melody. Commanding ballad issue.

**C+** "REMEMBER THAT WAS THEN (BUT THIS IS NOW)" (2:30) [Broude ASCAP—D'Artega, Adams] A plaintive opus is given a smooth delivery by Hale, the ork and chorus.

DICK HYMAN TRIO

(MGM 12516)

**B+** "BAND OF ANGELS" (2:47) [M. Whitmark ASCAP—Steiner, Sigman] The diskeries are taking to this sweeping title tune from a Warner Bros. flick. The rendition MGM has taken to is one of concert-like, proportions by the Hyman ("Three Penny Opera") Trio, featuring flashy keyboard artistry by Hyman, and the solo chanting of a thrush in the background. A version of the melody to reckon with.

**B** "THE RED HEAD" (2:01) [Anvil ASCAP—Delugg, Malneck] Clever stint from the trio on a cute, catchy item. Appealing side.

JUDY SCOTT

(Decca 30395)

**B+** "THE PARLOR PIANO" (2:35) [Charles Daniels ASCAP—Tobias, Altman] A turn-of-the-century keyboard is used for rock 'n roll and romance in this affectionate number excellently read by songstress Scott. Very inviting waxing that could move out.

**B** "A TENDER WORD" (2:25) [Maple Leaf BMI—Pamus, Shuman] A lazy waltz beat offering is rendered with a weep-vocal by the lark. Emotional product.

THE KING'S FOUR

(MGM 12515)

**B** "SUMMERTIME" (2:06) [Gershwin, Heyward] A bright swinging version of the great "Porgy And Bess" melody by the talented group is sure to be picked up by the platter spinners. A presentation of the evergreen that always keeps in touch with the melodic-line.

**B** "SPARE ME" (2:08) [M. Witmark ASCAP—Lippman, Sigman] More versatile harmony by the group is used to smartly bring across this uptempo waxing. Fine deejay attraction.

JIMMY DONLEY

(Decca 30392)

**B+** "SOUTH OF THE BORDER" (2:34) [Shapiro Bernstein ASCAP—Kennedy, Carr] The standby has been clothed in a modern rock 'n roll garment by Donley, and could see another stay on the charts for the song via this exciting reading. Evergreens are currently making noise in new vocal lights; this could follow suit.

**B** "THE TRAIL OF THE LONESOME PINE" (2:22) [Shapiro Bernstein-ASCAP—MacDonald, Carroll] A similar revamping of an oldie keeps pace again with the demands of today's rock 'n roll minded youngsters. Rousing R&R issue.

*"Only those records best suited for commercial use are reviewed by THE CASH BOX"*

# PLAYTHING

## FOR REVER

Turning Out "HITS"

### \* Review Spotlight on . . .

#### POP TALENT

TED NEWMAN . . . Rev 3505 . . . . . **PLAYTHING**  
 (Renda, Pontra, BMI)  
**UNLUCKY ME** . . . . . (Desert Palms, Pontra, BMI)  
 Newman sells rockabilly style with drive and appealing exuberance. "Plaything" is a catchy rocker with a cute answer-gimmick by a a fem chorus. Flip is a bright rhythm-ballad. If platter gets exposure, it could be a sleeper.

\* **BILLBOARD REVIEW**  
**JUNE 22 '57 ISSUE**



Headed For The Charts  
**GEORGE PECK** sings

"You're The One"  
 "I Ask of Heaven"

GEORGE PECK \*  
 (Rev 3506)

**B+** "YOU'RE THE ONE" (2:04)  
 [Desert Renda BMI—T&J Ollier]  
 The disk has the sound to give it that "extra added attraction" among other issues of its type. Peck does a fluid vocal chore in a light uptempo vein. Each chorus seems to make the effort more attractive. Could make big noise.

**B** "I ASK OF HEAVEN" (1:56)  
 [Desert Renda BMI—Humlie, Soto] The side keeps up the quality found in the top deck. Peck warmly handles a touching plea with excellent results. This could move, too.

\*Cash Box Reviews  
 July 27, 1957

"TOP GRADE" (Billboard)  
 "A BEST BET" (Cash Box)

*Ted Newman*

B/W "UNLUCKY ME"

REV 3505



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## London Lowdown

Mel Torme, who was due to appear on the Saturday Spectacular TV show, was replaced at short notice by Keefe Brasselle. Mel's absence is only a temporary one as he is scheduled to star in next Sunday's Blackpool Show; he also opens his vaudeville tour in London tonight.

Elvis Presley is riding high with "Teddy Bear" and it looks as though it's tailing his own No. 1 "All Shook Up". He may fight himself for the No. 1 spot.

Shirley Bassey opens a two week vaudeville stint at the London Hippodrome. Taking over after her will be Charlie Gracie.

Jodie Sands' waxing of "With All My Heart" looks like a very strong contender for top honors in the charts over here.

Nancy Whiskey reported going solo after the success of her "Freight Train" record.

Tony Martin due in Monte Carlo Sporting Club for gala appearance. Also Billy Eckstine.

The Blue Stars of France have cut a new title which could well be another "Lullaby Of Birdland" for them.

This Week's Best Selling Pop Singles (Courtesy "New Musical Express")

- 1 All Shook Up—  
Elvis Presley (HMV)
- 2 Puttin' On The Style/  
Gamblin' Man—  
Lonnie Donegan (Pye-Nixa)
- 3 We Will Make Love—  
Russ Hamilton (Oriole)
- 4 Teddy Bear—  
Elvis Presley (ROA)
- 5 Little Darlin'—  
Diamonds (Mercury)
- 6 Around The World—  
Ronnie Hilton (HMV)
- 7 White Sport Coat—  
King Brothers (Parlophone)
- 7 Love Letters In The Sand—  
Pat Boone (London)
- 9 Butterfingers—  
Tommy Steele (Decca)
- 10 When I Fall In Love—  
Nat "King" Cole (Capitol)
- 11 Yes, Tonight Josephine—  
Johnnie Ray (Philips)
- 12 Around The World—  
Bing Crosby (Brunswick)
- 13 Lucille—  
Little Richard (London)
- 14 Mr. Wonderful—  
Peggy Lee (Brunswick)
- 14 Bye Bye Love—  
Everly Brothers (London)
- 16 Island In The Sun—  
Harry Belafonte (RCA)
- 17 I Like Your Kind Of Love—  
Andy Williams (London)
- 18 Fabulous—  
Charlie Gracie (Parlophone)
- 19 Last Train To San Fernando—  
Johnny Duncan (Columbia)
- 20 Dark Moon—  
Tony Brent (Columbia)
- 21 Rock-A-Billy—  
Guy Mitchell (Philips)
- 22 Butterfly—  
Andy Williams (London)
- 23 All Star Hit Parade—  
Beverly Sisters, Max Bygraves,  
Billy Cotton, Johnston Brothers,  
Tommy Steele and Jimmy Young  
(Decca)
- 24 White Sport Coat —  
Terry Dene (Decca)
- 25 Start Movin'—  
Sal Mineo (Philips)
- 26 With All My Heart—  
Petula Clark (Pye-Nixa)
- 27 Sweet Stuff/In The Middle Of A  
Dark, Dark Night—  
Guy Mitchell (Philips)
- 28 Forgotten Dreams—  
Cyril Stapleton (Decca)
- 29 Start Movin'—  
Terry Dene (Decca)
- 30 Wonderful, Wonderful—  
Gary Miller (Pye-Nixa)



## Record Reviews

**A** DISK & SLEEPER    **B** VERY GOOD    **C** FAIR  
**B+** EXCELLENT    **C+** GOOD    **D** MEDIOCRE

## The Cash Box Sleeper of the Week

"IT WAS THERE" (2:30)

[Zells' BMI—Sanders]

"THERE GOES MY HEART"  
(2:30)

[Zells' BMI—Harvin]

JOHNNIE & JOE (J & S 1659)

● Johnnie & Joe, the team that went "Over The Mountain, Across The Sea" and way up onto the pop lists, follows-up with two big new sides that should please the pair's many new teenage fans. (See R & B Reviews).

"THAT TRAIN HAS GONE"  
(2:50)

[Rush BMI—Willis]

"LOVE ME CHERRY" (2:18)

[Rush BMI—Willis]

CHUCK WILLIS (Atlantic 1148)

● Chuck Willis, whose long running "C. C. Rider" disk is still selling, follows-up with another pair of solid sides for pop disk buyers. (See R & B Reviews).

"HUMPTY DUMPTY HEART"  
(2:33)

[Progressive BMI—Boye]

"LOVE ME RIGHT" (1:59)

[Brookville BMI—Kirschner,  
Darin]

LAVERN BAKER (Atlantic 1150)

● The "Jim Dandy" gal has two hot ones for the pop market. Both are to be featured in the forthcoming "Mr. Rock & Roll" movie. (See R & B Reviews).

## The Cash Box Best Bets

- ★ "FASCINATION" ..... Ray Ellis Orch. .... Columbia 40982
- ★ "STRANGE CARGO" ..... Billy Maxted ..... Cadence 1325
- ★ "THE KISS I NEVER HAD" ..... Laura K. Bryant ..... Cameo 112
- ★ "TRUMPETER'S PRAYER" ..... Camarata ..... Disneyland 55
- ★ "SOUTH OF THE BORDER" ..... Jimmy Donley ..... Decca 30392
- ★ "BAND OF ANGELS" ..... Dick Hyman ..... MGM 12516
- ★ "THE PARLOR PIANO" ..... Judy Scott ..... Decca 30395
- ★ "IT TAKES ONLY ONE" ..... Toni Arden ..... Decca 30396
- ★ "I SIT IN MY WINDOW" ..... Jimmy Gavin ..... Cameo 113
- ★ "WHO KNOWS" ..... Joe Tucker ..... RKO Unique 410

### JOHNNY DEE

(Colonial 435)

**B** "1000 CONCRETE BLOCKS"  
(2:21) [Bentley BMI-Dee] The  
artist, of "Sittin' In The Balcony"  
fame, delivers this wailer about a  
convict reflecting about his love with  
convincing emotion. Side has a folk-  
song quality particularly in the chorus  
work. Touching platter.

**C+** "IN MY SIMPLE WAY" (2:10)  
[Bentley BMI-Dee] A pleasing,  
soft-beat ballad is captured with sen-  
timentality by the performer. Issue  
grows on you.

### GARRY WELLS

(Arwin 104)

**B** "THE CARELESS YEARS"  
[Daywin ASCAP-Lubin] A pic  
title tune is wistfully wrapped-up by  
vocalist Garry Wells. The effort con-  
cerns the familiar theme of teen  
lovers. Honest performance.

**C+** "NOT MINE" [Artists BMI-Kent,  
Walton] The big beat and the  
blues is the tempo approach of this  
item sung with vitality by Wells.

### BOB JONES

(Web 1114)

**B** "PONY TAIL" (1:57) [Beatrice  
ASCAP-Noto, Waters, Darmanin]  
This sparkling tribute to the pony-  
tail set has what it takes to keep  
the teeners listening and dancing.  
Jones offers the quick-beat tune with  
all the enthusiasm due the effort. Fine  
juke box issue.

**C+** "INFERIORITY COMPLEX"  
(2:14) [Walter Earle BMI-Jones,  
Gordon] Jones goes calypso here, and  
does so with color and humor. Worth-  
while calypso waxing.

### JOHN ASHLEY

(Intro 6097)

**B+** "BERMUDA" (2:37) Ashley's  
disk debut on Intro is a fine  
revival of the hit of several years  
back. Set to a cha cha beat, the artist  
gives an appealing account of his  
vocal and rhythmic finesse. First-rate  
backing. Very listenable and danceable  
version of the song that could move  
out again.

**C+** "LET YOURSELF GO-GO-GO"  
(2:00) [Aladdin BMI-Gary] One  
made expressly for the teen trade hits  
its mark. Ashley really goes to town.



# Record Reviews

**A** DISK & SLEEPER    **B** VERY GOOD    **C** FAIR  
**B+** EXCELLENT    **C+** GOOD    **D** MEOIOCRE

## HARMONICATS

(Mercury 71156)

**B** "ALL OF ME" (2:29) [Bourne ASCAP—Simons, Marks] The famed harmonica outfit gives this oldie a pleasantly swinging sound that ought to catch on with the jocks. Fine harmonica reading.

**B** "OH! YOU BEAUTIFUL DOLL" (1:58) [Remick ASCAP—Ayer, Brown] Another evergreen is refreshingly greeted by the combo.

## DUKE MITCHELL

(Liberty 55086)

**B** "THE CARELESS YEARS" (2:04) [Daywin BMI—Lubin] The tune is the title of a United Artist's pic, and possesses the familiar "Too Young" storyline. Mitchell does a polished job in bringing the wistful nature of the piece across. Effective issue.

**B** "CRAZY HEART" (2:15) [Billy Ward BMI—Ward] A you-wait-and-see attitude is told to the gal in this uptempo rocker.

## BURT BACHARACH

(Cabot 108)

**B** "ROSANNE" (2:47) [ABC ASCAP—Manning, Osser, Osser] This attractive number graced the "Robert Montgomery Presents" tv'er when on the air. Pianist Bacharach, with lush ork backing, plays with feeling, and the sweeping melody is beautifully fashioned. Lovely ork fare.

**C+** "SEARCHING WIND" (2:26) [Famous ASCAP — Heyman, Young] More melodic beauty is inventively styled by Bacharach, and the ork.

## TED NEWMAN

(Rev 3505)

**B** "PLAYTHING" (2:02) [Renda Pontra BMI—S&H Underwood] A cute idea, produced with a quality arrangement makes this disk a better teen offering. Newman takes the number in bright rock 'n roll style, singing cleverly to the female chorus. Likeable offering.

**B** "UNLUCKY ME" (2:13) [Desert Pontra BMI—Crunk] Newman smoothly meets up with a good-sounding ballad rocker. Solid teen tune.

## MELVIN MOORE

(Golden Crest 10)

**B** "LYDIA" (2:34) [Sam Fox ASCAP—Glazer, Rozaa] Melody has a haunting, primitive line admirably brought out by Moore. A sensitive performance that should get play from the jocks.

**C+** "GOOD BOOG DI BOOGIE" (2:11) [Robert Mellin BMI—Logan, Washington] This pressing combines elements of boogie woogie and rock 'n roll for an expressive, exciting vocal-big band performance.

## FRANKIE ROSSI

(Mark 7001)

**B** "DREAM BOY" [Pollard BMI—Lipscomb] A nifty teenage morsel is performed with good teenage affection by the artist. The effort will undoubtedly please the kids in rendition, and both melodic and lyric appeal.

**C+** "AROUND THE CORNER" [Real Gone BMI — Catalano, Scerra] Rossi picks up the tempo in another selection attractively in the teen vein. Fine side the kids can hop to.

## DON ESTES

(Decca 30386)

**B** "FRAULEIN" (2:24) [Fairway BMI—Williams] Estes is on a pop issue of the current country and western chart item, a reading that has sufficient beat for possible pop honors. Catchy, folk-like ditty to be watched.

**C+** "MAMA, MAMA" (2:28) [Trans-World BMI—Shannon] An up-tempo waxing of a tune with macabre lyrics offers a novel side.

## GINNY GIBSON

(MGM 12517)

**B** "THE PLACES I'VE BEEN" (2:53) [Mutual ASCAP—Muskin, Parker] The thrush does a sentimental stint on a number that familiarly tells of world travels and the fact they can't compare to having the fella near. Miss Gibson warmly warbles the tale.

**C+** "IF THAT WOULD BRING YOU BACK TO ME" (2:38) [Remick ASCAP—Seiler, Marcus] The fella's been doing a little traveling of his own in this relaxed, 1940-ish ballad sweetly handled by Miss Gibson.

## JOE TUCKER

(RKO Unique 410)

**B+** "WHO KNOWS" (2:28) [John Paul ASCAP—Bergman, Keith, Glaser] RKO Unique has a solid side to work on here. It's a beautiful romantic ballad with a strong vocal by Joe Tucker, ably assisted by a pretty choral backdrop. Potent side to watch. It could go in this growing ballad market.

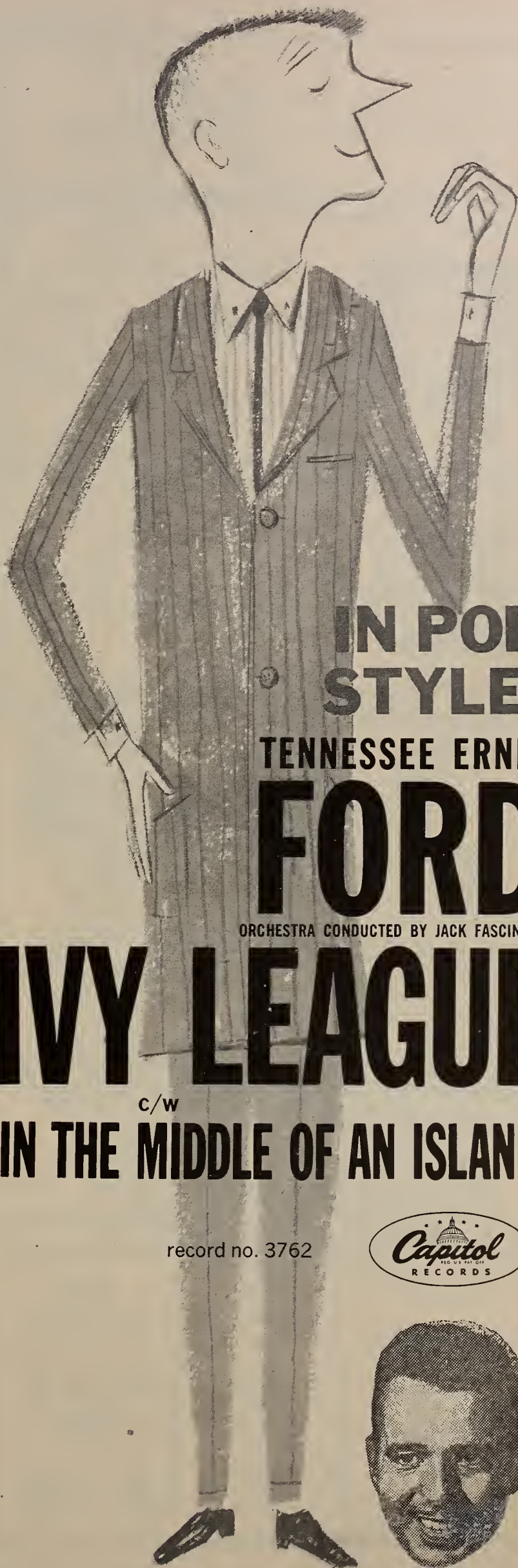
**C+** "THE VAMPIRE" (2:09) [John Paul ASCAP—Bergman, Keith, Fried, Gilbert] An eerie galloping tempo item is belted here by the songster.

## THE VOGUES

(Key 579)

**C+** "LEFT-OVER LOVE" (2:02) [Bel-Air ASCAP—Adlam, Rich] The Vogues blend pleasantly on a spright romantic ditty. Contagious melody with a sorrowful lyric.

**C+** "ALABAMA" (2:00) [Round Table ASCAP—Adlam, Rich] This half is a cute state song that will probably get heavy play in Alabama.



IN POP  
STYLE!

TENNESSEE ERNIE

FORD

ORCHESTRA CONDUCTED BY JACK FASCINATO

IVY LEAGUE

c/w

IN THE MIDDLE OF AN ISLAND

record no. 3762



# MGM Records




**JONI JAMES**  
**SUMMER LOVE**  
 and  
**I'M SORRY FOR YOU, MY FRIEND**  
 K12480 • MGM 12480



**MARVIN RAINWATER**  
**MY LOVE IS REAL** and **MY BRAND OF BLUES**  
 K12511 • MGM 12511



**CONNIE FRANCIS**  
**EIGHTEEN**  
 and  
**FADED ORCHID**  
 K12490 • MGM 12490



**ART MOONEY**  
 and orchestra  
**THE PARADE IS PASSING ME BY**  
 and  
**HONEST LOVE**  
 K12503 • MGM 12503



**DICK HYMAN**  
**THE RED HEAD**  
 and  
**BAND OF ANGELS**  
 (From the Warner Bros. Film "Band of Angels")  
 K12516



**CHUCK ALAIMO QUARTET**  
**LOCAL 66**  
 and  
**HOW I LOVE YOU**  
 K12508 • MGM 12508

**THE KING'S IV**  
**SUMMER-TIME**  
 and  
**SPARE ME**  
 K12515

**HANK WILLIAMS**  
**LOVE-SICK BLUES**  
 K10352 • MGM 10352

**DONN REYNOLDS**  
**ROSE OF OL' PAWNEE**  
 and  
**ALL ALONE**  
 K12512



# Round The Wax Circle

## NEW YORK:

Sid Mills has located his Diana Music, Inc., at 1650 Broadway. . . . "Wish you were here" from Mimi (Trepel) and Murray Jordan being wine and dined on their vacation in Beverly Hills, Calif. . . . Morgana King, Mercury Records, opens at Birdland on August 1 for two weeks. . . . The Rover Boys into the Riviera Hotel, Las Vegas, for one month, August 14. . . . Connie Francis booked by the Wilson Lines, Washington, D.C., July 26 and 27. . . . Chappell & Co. has acquired exclusive publication, exploitation and licensing rights in the Victor Young Publications, Inc., catalogue. A long term agreement has been consummated and Jacques Bireteau will continue his association with the corporation. . . . Joni James booked for a series of personal appearances in South America, August 3. . . . Tony Bennett returns to the Bolero Supper Club, Wildwood, August 23 for ten days. . . . The Four Voices set for the Peter Lind Hayes-Mary Healy, Godfrey replacement TV show starting August 12. . . . Ben Bloom has been appointed special rep for the purpose of acquiring American material on behalf of Francis, Day & Hunter, Ltd., B. Feldman & Co. Ltd., and Publications Francis-Day, S.A. of Paris. . . . Vegas invaded by the Fields. . . . Shep into the Royal Nevada for two weeks beginning August 26— and Irving and his trio held over till September 26 at the Sands. . . . Son born on June 21 to Martha Alves, wife of John Alves, southwest Sales Rep for RCA Recorded Program Services. Newcomer named Thomas Jude. . . . Judy Scott into the Adolphus Hotel, Dallas, for two weeks, August 1. . . . Jerry Cooper signed to a recording contract by Ernie Krauter, Anchor Records, after his recent appearance on the Jackie Gleason Show. . . . Cab Calloway set for the August 23-25 weekend at The Stagecoach, Hackensack, N.J. Cab will also appear with his daughter on Patti Page's "Big Record" CBS-TV show on November 20. . . . Toni Carroll, now touring with George Jessel, is visiting jockeys and retailers in all cities she hits. Toni's plugging her MGM disk "It Was So Thrilling" and "I Wantcha To Know".

## CHICAGO:

Summer's here and with it came another booming, zooming rise in sales. Boul Mich's Record Row is alive with excitement and aglow with broad smiles as sales charts on all sales managers' walls show the little black line going up, up, up. . . . One and all overjoyed that Lenny Garmisa is feeling so much better and out of the hospital. . . . National Sales Mgr. for Capitol's custom service dept., Herbert Sachs, was in town during this past NAMM convention. Herb's one wish was to be back in NY and on his farm. . . . Thanks to Leo Feist's Erwin Barg for inviting us to preview of "An Affair To Remember". Looks like Barg has another hit from this movie in Vic Damone's Capitol flick title disk. . . . Reuben Lawrence, Record Distributors, advises Audio Fidelity's "Duke Of Dixieland" LP's going like crazy. Bet that makes Joe Delaney mucho happy. . . . Sid Nathan planed in and out of Chi's Midway Airport enroute from NYC to LA and Earl Bostic session. . . . Pee Wee King delighted, but the most, to be back in Chi. The popular fellow is commuting between Chicago and Louisville for his Chi CBS TVer. . . . The press and local deejays were hosted at a cocktail party in honor of The Four Lads winning The Cash Box "most programmed male group" citation at Hal Tate's Holiday Club Ballroom. . . . Bob Cole, record promotion deluxe, on the scene and looking younger than ever. . . . Attention all Milwaukee radio stations: WRIT's Gene Edwards is boasting that you are afraid of the WRIT "Terrors". Edwards reports the WRIT softball team has won seven straight, Edwards claims pitching four of the winners. He even had the audacity to call you all "Chicken". So? . . . Vic Faraci squired the lovely Chordettes about town with their new deck, "Soft Sands". "The tune is a toss up between the gals and The Rover Boys with Oscar Peterson's rendition coming up fast", Vic explained. . . . Big one for Hy Frumkin is a newie by Bryon Fisher on Spangle, "Fingertips". . . . Contest—Help Jerry Mazzara get a haircut.

## HOLLYWOOD:

Liberty Records hoping for a two-sided hit in Margie Rayburn's waxing of "Mississippi Moon" and "The Get Acquainted Waltz". Verve Records putting a rush release on the theme from the Jerry Lewis starrer, "The Delicate Delinquent", written and recorded by Buddy Bregman. . . . Michael Landon touring midwest cities with his Candlelight recording of "Be Patient With Me" from the movie "I Was A Teenage Werewolf" in which he stars. . . . After three months on the market, Gisele MacKenzie's recording of "The Waltz That Broke My Heart" starting to show up in certain areas, according to Al Friedman of Famous Music. . . . Several diskeries interested in waxing The Bill Norva Singers, currently appearing at the Tropicana Hotel in Las Vegas. . . . Bob and Kitty Sern are the proud parents of a baby daughter, their first girl. . . . Larry Goldberg leaving for San Francisco and the Northwest to promote Della Reese's Jubilee waxing of "And That Reminds Me". . . . Hal Goodson and The Raiders booked into the Moulin Rouge Aug. 20th, on the strength of the response to their first wax effort, "Later Baby". . . . Spike Jones elated over sales of his new album on the Verve label, "Dinner Music nationally according to Verve.

For People Who Aren't Very Hungry". Package is now well over 50,000





# PERRY COMES UP WITH ANOTHER SMASH!

*Mitchell Ayres Orchestra, The Ray Charles Singers, Arrangements by Joe Reisman*

**“MARCHING ALONG TO THE BLUES”**

c/w

**“DANCIN’”**

47/20—6991

A NEW ORTHOPHONIC HIGH FIDELITY RECORDING

**JULIUS LA ROSA** SATURDAY, 8:00—9:00 PM (EDT)

**JUNE VALLI** TUESDAY & THURSDAY, 7:30—7:45 PM (EDT)

Hear them sing their latest RCA Victor release on their own NBC-TV shows!

AMERICA'S FAVORITE SPEED . . .



45 RPM



**RCA VICTOR**  
RADIO CORPORATION OF AMERICA



# OPERATORS RETAILERS DEEJAYS

## In Order To Have Your Top Ten Represented In THE CASH BOX Charts,

### Fill In The Coupon Below (Or Put Them On Your Own Letterhead)

## And Mail To THE CASH BOX 1721 BROADWAY NEW YORK 19, N. Y.

### List Your Top Ten Pop Tunes Here

NAME OF RECORD HERE                      ARTIST OR BAND HERE

1. ....
2. ....
3. ....
4. ....
5. ....
6. ....
7. ....
8. ....
9. ....
10. ....

### List Your Top Ten Country Tunes Here

NAME OF RECORD HERE                      ARTIST OR BAND HERE

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### List Your Top Ten Rhythm 'N Blues Records Here

NAME OF RECORD HERE                      ARTIST OR BAND HERE

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NAME .....

FIRM .....

ADDRESS .....

CITY ..... STATE .....



## Platter Spinner Patter

### ALL ABOUT DISK JOCKEYS

Thanks to the many deejays who informed us of their appreciation of the 15th Anniversary issue of The Cash Box. . . . Ernie Forrester (KALV-Alva, Okla.) ran a traffic safety slogan contest over the July 4th weekend, an aide in bringing about a perfect record of no fatalities or personal injuries for his area of Woods county. . . . Don Bell (KIOA-Des Moines, Iowa) writes that under the new station management, KIOA has hit the number one rating in listenership. KIOA recently began broadcasting on a twenty-four hour basis. . . . Don Porter (KXL-Portland, Oregon), as president of AFTRA local for the Portland area—as well as being on the National Board of AFTRA will attend the National Convention the last of July in San Francisco. . . . Jon Clark (WTRL-Bradenton, Fla.) will do a remote each Thursday (1-6 PM) from a new shopping center, Westgate, in Bradenton. Thirteen stores will be participating in the deal. . . . Florien Wineriter (KALL-Salt Lake City, Utah) thinks that Kurt Edelhagen's Decca disk of "Fanfare Blues" has the "greatest sound since Glenn Miller." . . . Danny Stiles (WNJR-Newark, N. J.) is going into his fourth year as host of his "Katman Show." . . . Dave McLaughlin (WBRB-Mt. Clemens, Mich.) has scheduled an outdoor rock 'n roll show at the Hot Rod Race Track in Mt. Clemens for August 10th, and is currently booking acts. . . . John Michaels (WOKY-Milwaukee, Wis.) has received an American Legion Medal of Merit in recognition of his work with young people and the high calibre of his show. Michaels closes his afternoon show every day with a short prayer and a hymn. . . . A scavenger hunt at KRMD-Shreveport, La., writes KRMD deejay Sammy David, caused quite a sensation in the station's studios, and on the street in front of the outlet.



FLORIEN WINERITER  
(KALL-Salt Lake City, Utah)

Al Radka (KFRE-Fresno, Calif.) thinks a lot of a Decca platter by The Buddies: "A Prom And A Promise," b/w "Lottery." Al gets to see "My Fair Lady" when during his stay in San Francisco. . . . Del Courtney (KPIX-San Francisco, Calif.) is doing an eight week band date at Harrah's Club in Lake Tahoe, Calif., which means that the deejay has to fly from Tahoe to San Francisco for his radio-tv stints. . . . Marvin Rothschild (WATR-Waterbury, Conn.) will emcee several record hops in August. . . . Donn Parker (WMYR-Fort Myers, Fla.) received an immediate favorable response to the Billy Leach (Bally) waxing of the "Song Of The Barefoot Mailman." Donn has a contest asking his audience to write of their "courteous or cheerful" mailman. . . . "Little Bob" Liddle (KXX-Portland, Oregon) has added the Cash Box Top 60 to his programming. The deejay also has a local Top 30 list, which is voted upon by the "KXL Top 30 Club," which numbers some 5,000 members. . . . Don Blair (WHAM-Rochester, N. Y.) has been named host of WHAM's "Nite Trick" record-interview show. . . . Lonny Starr (WNEW-New York, N. Y.) is vacationing at Atlantic City's Traymore hotel. . . . Steve Allison (WWDC-Washington, D. C.) broadcasting his interview show from Ceres Restaurant invited taxi cab drivers to express their opinions on metered cabs by driving up to the open doors of Ceres and honking their horns (one honk in favor of metered cabs, two against). The result: a lot of honking, no distinction between pro and con. . . . Eddie Hubbard (WGN-Chicago, Ill.) will emcee another WGN "Going Places" broadcast, a remote direct from the 17th annual Chicago Free Fair, Tuesday, July 30th from 8:30 to 9 P.M. . . . Jimmy Hutsell (WCRK-Morristown, Tenn.) who's been interested in Johnny Mathis' (Columbia) musical interpretations, is happy Mathis hit with "Wonderful! Wonderful!" and "It's Not For Me To Say." . . . Bob Furry (KRUX-Phoenix, Ariz.) writes that the Cash Box Top 60 is played all day and night on KRUX. . . . Al Hallaman (WFMJ-Youngstown, Ohio) has a feature, "Album Of The Day," on his show, in which a band at a time is interspersed with the regular singles. . . . Frank Bell (KELP-El Paso, Texas) has returned from two weeks of training with the National Guard.



AL RADKA  
(KFRE—Fresno, Calif.)



JIMMY HUTSELL  
(WCRK—Morristown, Tenn.)

WBRB-Mt. Clemens, Mich. early next month. Johnny Russell will leave WBRB for deejay work in Hawaii.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"

BREAKING **BIG** ON.....



"**THAT'LL BE THE DAY**"  
by  
**The Crickets**



**9-55009 (55009)**



CORAL RECORDS, INC.  
48 West 57th Street, New York 19, N. Y.

# CashMakers



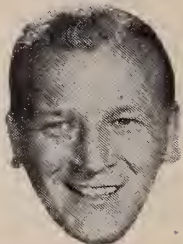
## LES BAXTER

MANHATTAN

and His Orchestra

LA PANSE

His Chorus and Orchestra  
record no. 3768



## WANDA JACKSON

COOL LOVE

DID YOU MISS ME?

record no. 3764



## GUY LOMBARDO

and His Royal Canadians

KLINGALING

RAINBOW OF LOVE

record no. 3765



## The LOUVIN BROTHERS

IRA AND CHARLEY

PRAYING

THERE'S NO EXCUSE

(Both from the Capitol album "Nearer My God To Thee")

record no. 3770



## RAY MARTIN

and His Piccadilly Strings

HELADERO

(THE ICE CREAM MAN)

MANHATTAN TANGO

record no. 3767



## THE FOUR PREPS

with LOU BUSCH and his Orchestra

BAND OF ANGELS

(From the Warner Bros. Motion Picture "Band Of Angels")

HOW ABOUT THAT

record no. 3775



# The Records Disk Jockeys Played Most

A SUMMARY OF REPORTS RECEIVED FROM THE NATION'S DISK JOCKEYS

		Pos. Last Week
1	TEDDY BEAR ELVIS PRESLEY (RCA Victor)	2
2	I'M GONNA SIT RIGHT DOWN BILLY WILLIAMS (Coral)	4
3	BYE, BYE LOVE EVERLY BROTHERS (Cadence)	3
4	LOVE LETTERS IN THE SAND PAT BOONE (Dot)	1
5	TAMMY DEBBIE REYNOLDS (Coral) AMES BROTHERS (RCA Victor) RICHARD HAYMAN (Mercury)	10
6	IT'S NOT FOR ME TO SAY JOHNNY MATHIS (Columbia)	6
7	OLD CAPE COD PATTI PAGE (Mercury)	5
8	AROUND THE WORLD MANTOVANI (London) — VICTOR YOUNG (Decca)	8
9	WHITE SILVER SANDS DON RONDO (Jubilee) DAVE GARDNER (OJ) OWEN BRADLEY (Decca) LENNON SISTERS (Brunswick)	9
10	SEARCHIN' COASTERS (Atco)	12
11	SEND FOR ME NAT "KING" COLE (Capitol)	11
12	SO RARE JIMMY DORSEY (Fraternity)	7
13	SHANGRI-LA FOUR COINS (Epic)	13
14	WHISPERING BELLS DEL-VIKINGS (Dot)	15
15	SHORT FAT FANNIE LARRY WILLIAMS (Specialty)	17
16	MY PERSONAL POSSESSION NAT "KING" COLE (Capitol)	18
17	RAINBOW RUSS HAMILTON (Kapp)	29
18	STAR DUST BILLY WARD & DOMINOES (Liberty)	19
19	DIANA PAUL ANKA (ABC-Paramount)	22
20	LOVING YOU ELVIS PRESLEY (RCA Victor)	20

21) SUMMER LOVE. 22) I LIKE YOUR KIND OF LOVE. 23) A WHOLE LOT OF SHAKIN' GOING ON. 24) A TEENAGER'S ROMANCE. 25) BUILD YOUR LOVE. 26) DARK MOON. 27) WONDERFUL! WONDERFUL! 28) WITH ALL MY HEART. 29) A FALLEN STAR. 30) THIRD FINGER, LEFT HAND. 31) GOODY, GOODY. 32) IN THE MIDDLE OF AN ISLAND. 33) FASCINATION. 34) ISLAND IN THE SUN. 35) YOUNG BLOOD. 36) YOU'RE CHEATIN' YOURSELF. 37) THE GIRL WITH THE GOLDEN BRAIDS. 38) ROCKIN' SHOES. 39) TO THE AISLE. 40) A WHITE SPORT COAT. 41) BERNARDINE. 42) SWINGING SWEETHEARTS. 43) PASSING STRANGERS. 44) FIRE DOWN BELOW. 45) JENNY, JENNY. 46) OVER THE MOUNTAIN, ACROSS THE SEA. 47) AN AFFAIR TO REMEMBER. 48) FOUR WALLS. 49) SOMETHING WONDERFUL HAPPENS IN SUMMER. 50) JUNE NIGHT. 51) HONEYCOMB. 52) SEVEN WONDERS OF THE WORLD. 53) SOFT SANDS. 54) GONNA FIND ME A BLUEBIRD. 55) C. C. RIDER. 56) FREIGHT TRAIN. 57) I JUST DON'T KNOW. 58) DREAM BOY. 59) LONG LONELY NIGHTS. 60) LOVE ME TO PIECES; QUEEN OF THE SENIOR PROM; SING IT CHILDREN, SING IT.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"

A SMASH FOLLOW-UP TO HIS POP HIT "FOUR WALLS"

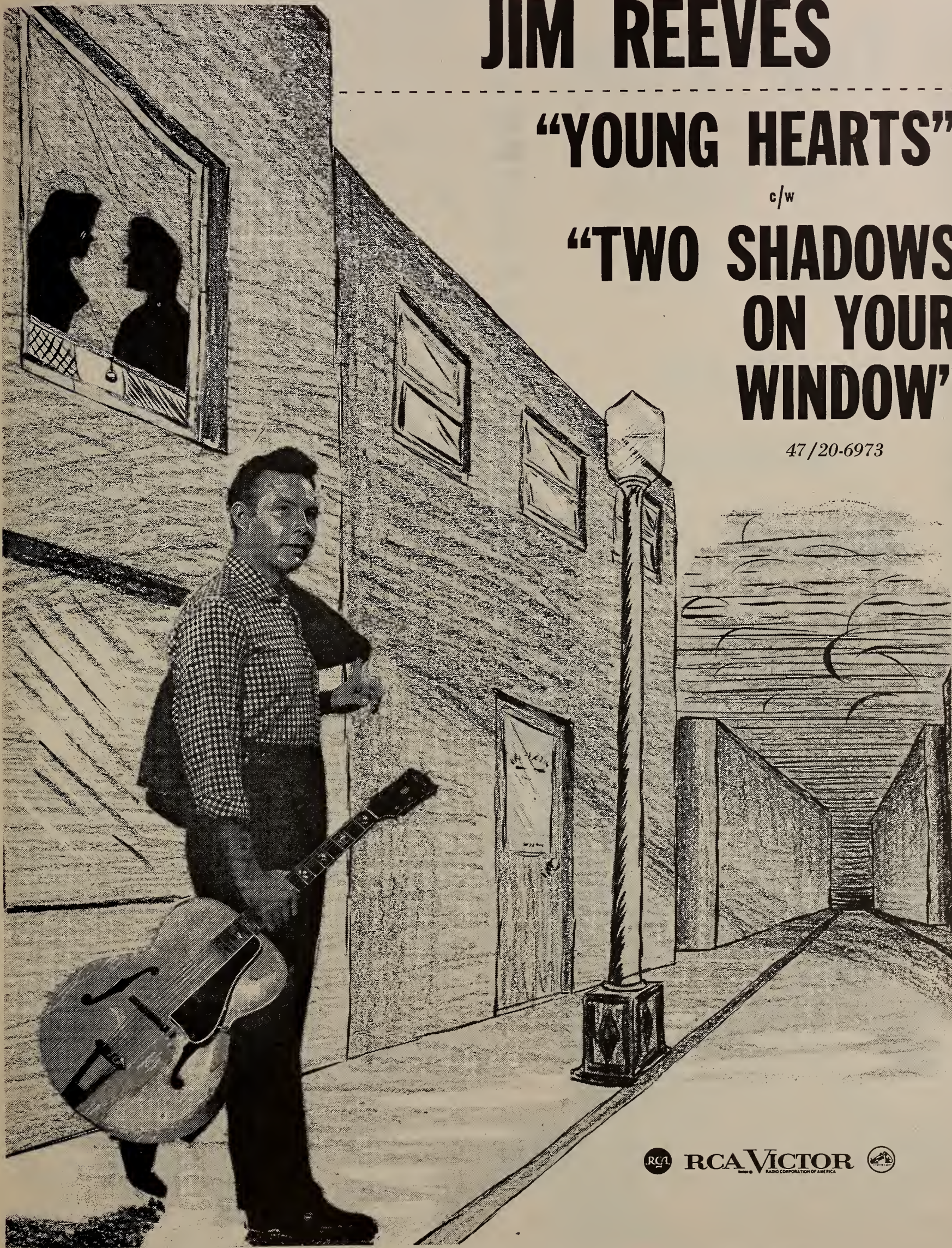
# JIM REEVES

## "YOUNG HEARTS"

c/w

## "TWO SHADOWS ON YOUR WINDOW"

47/20-6973




**RCA VICTOR**

  
RADIO CORPORATION OF AMERICA



# Juke Box Regional Record Report

The Top Ten Records — City by City

The Dynamic Voice Of

# Toni Arden

At Her Best With

## "IT TAKES ONLY ONE"

and

## "GOOD MORNING MISTER LOVE"

Decca 9-30396



A NEW WORLD OF SOUND



### New York, N. Y.

1. It's Not For Me To Say (J. Mathis)
2. Bye, Bye Love (Everlys)
3. Around The World (Mantovani/Young)
4. Love Letters In The Sand (P. Boone)
5. I'm Gonna Sit Right Down (B. Williams)
6. Diana (P. Anka)
7. Star Dust (B. Ward)
8. Teddy Bear (E. Presley)
9. In The Middle Of An Island (T. Bennett)
10. So Rare (J. Dorsey)

### New Orleans, La.

1. Love Letters In The Sand (P. Boone)
2. It's Not For Me To Say (J. Mathis)
3. Bye, Bye Love (Everlys)
4. Send For Me (N. Cole)
5. So Rare (J. Dorsey)
6. Old Cape Cod (P. Page)
7. Dark Moon (G. Storm)
8. Teddy Bear (E. Presley)
9. Searchin' (Coasters)
10. I'm Gonna Sit Right Down (B. Williams)

### Denver, Colo.

1. Teddy Bear (E. Presley)
2. Bye, Bye Love (Everlys)
3. Love Letters In The Sand (P. Boone)
4. Tammy (Reynolds/Ames Bros.)
5. Young Blood (Coasters)
6. Around The World (Young/Mantovani)
7. It's Not For Me To Say (J. Mathis)
8. I'm Gonna Sit Right Down (B. Williams)
9. Shangri-La (Four Coins)
10. Send For Me (N. Cole)

### Kansas City, Mo.

1. Teddy Bear (E. Presley)
2. Searchin' (Coasters)
3. Short Fat Fannie (Williams)
4. I'm Gonna Sit Right Down (B. Williams)
5. It's Not For Me To Say (J. Mathis)
6. Bye, Bye Love (Everlys)
7. Tammy (Ames Bros./Reynolds)
8. My Personal Possession (Cole)
9. Around The World (Mantovani)
10. Think ("S" Royales)

### Philadelphia, Pa.

1. It's Not For Me To Say (J. Mathis)
2. I'm Gonna Sit Right Down (B. Williams)
3. Star Dust (B. Ward)
4. Love Letters In The Sand (P. Boone)
5. That'll Be The Day (Crickets)
6. Shangri-La (Four Coins)
7. Around The World (Mantovani)
8. Bye, Bye Love (Everlys)
9. Passing Strangers (Vaughan & Eckstine)
10. Teddy Bear (E. Presley)

### San Francisco, Calif.

1. Teddy Bear (E. Presley)
2. Bye, Bye Love (Everlys)
3. Love Letters In The Sand (P. Boone)
4. It's Not For Me To Say (J. Mathis)
5. Around The World (Mantovani)
6. I'm Gonna Sit Right Down (B. Williams)
7. Old Cape Cod (P. Page)
8. Over The Mountain (Johnnie & Joe)
9. I Like Your Kind Of Love (A. Williams)
10. Searchin' (Coasters)

### Pittsburgh, Pa.

1. Love Letters In The Sand (P. Boone)
2. I'm Gonna Sit Right Down (B. Williams)
3. Old Cape Cod (P. Page)
4. Around The World (Young)
5. Bye, Bye Love (Everlys)
6. Send For Me (N. Cole)
7. Teddy Bear (E. Presley)
8. White Sport Coat (Robbins)
9. Tammy (Reynolds/Ames Bros.)
10. It's Not For Me To Say (J. Mathis)

### Chicago, Ill.

1. It's Not For Me To Say (J. Mathis)
2. Teddy Bear (E. Presley)
3. I'm Gonna Sit Right Down (B. Williams)
4. Rainbow (R. Hamilton)
5. Bye, Bye Love (Everlys)
6. White Silver Sands (Rondo)
7. Around The World (Young)
8. Shangri-La (Four Coins)
9. Tammy (D. Reynolds)
10. Love Letters In The Sand (P. Boone)

### Detroit, Mich.

1. Teddy Bear (E. Presley)
2. It's Not For Me To Say (J. Mathis)
3. Rainbow (R. Hamilton)
4. White Silver Sands (Rondo)
5. Around The World (Mantovani)
6. Tammy (D. Reynolds)
7. I'm Gonna Sit Right Down (B. Williams)
8. Bye, Bye Love (Everlys)
9. Star Dust (B. Ward)
10. Send For Me (N. Cole)

### Cincinnati, Ohio

1. Love Letters In The Sand (P. Boone)
2. Old Cape Cod (P. Page)
3. Searchin' (Coasters)
4. Teddy Bear (E. Presley)
5. Around The World (Young/Mantovani)
6. I'm Gonna Sit Right Down (B. Williams)
7. Short Fat Fannie (L. Williams)
8. Tammy (Ames Bros./Reynolds)
9. Bye, Bye Love (Everlys)
10. It's Not For Me To Say (J. Mathis)

### Houston, Texas

1. I'm Gonna Sit Right Down (B. Williams)
2. When I Meet My Girl (T. Ridgely)
3. Tammy (D. Reynolds)
4. Short Fat Fannie (L. Williams)
5. Whispering Bells (Del-Vikings)
6. Bye, Bye Love (Everlys)
7. Send For Me (N. Cole)
8. So Rare (J. Dorsey)
9. Teddy Bear (E. Presley)
10. Shangri-La (Four Coins)

### Milwaukee, Wisc.

1. Bye, Bye Love (Everlys)
2. Teddy Bear (E. Presley)
3. I'm Gonna Sit Right Down (B. Williams)
4. Love Letters In The Sand (P. Boone)
5. Searchin' (Coasters)
6. White Silver Sands (Rondo)
7. Rainbow (R. Hamilton)
8. Around The World (Crosby/Young)
9. Wonderful! Wonderful! (J. Mathis)
10. I Like Your Kind Of Love (A. Williams)

### Boston, Mass.

1. Love Letters In The Sand (P. Boone)
2. Old Cape Cod (P. Page)
3. Bye, Bye Love (Everlys)
4. I'm Gonna Sit Right Down (B. Williams)
5. White Silver Sands (Rondo)
6. It's Not For Me To Say (J. Mathis)
7. Tammy (Reynolds/Ames Bros./Hayman)
8. Star Dust (B. Ward)
9. Teddy Bear (E. Presley)
10. So Rare (J. Dorsey)

### Baltimore, Md.

1. Teddy Bear (E. Presley)
2. Love Letters In The Sand (P. Boone)
3. Short Fat Fannie (L. Williams)
4. Diana (P. Anka)
5. Young Blood (Coasters)
6. Searchin' (Coasters)
7. Bye, Bye Love (Everlys)
8. I'm Gonna Sit Right Down (B. Williams)
9. It's Not For Me To Say (J. Mathis)
10. Loving You (E. Presley)

### Los Angeles, Calif.

1. Bye, Bye Love (Everlys)
2. Love Letters In The Sand (P. Boone)
3. So Rare (J. Dorsey)
4. I'm Gonna Sit Right Down (B. Williams)
5. It's Not For Me To Say (J. Mathis)
6. Star Dust (B. Ward)
7. Around The World (Young)
8. Wonderful! Wonderful! (J. Mathis)
9. Teddy Bear (E. Presley)
10. Old Cape Cod (P. Page)

### Seattle, Wash.

1. Teddy Bear (E. Presley)
2. Tammy (Reynolds/Ames Bros.)
3. Love Letters In The Sand (P. Boone)
4. Bye, Bye Love (Everlys)
5. Rainbow (R. Hamilton)
6. Loving You (E. Presley)
7. Whispering Bells (Del-Vikings)
8. Searchin' (Coasters)
9. Whole Lot Of Shakin' Going On (J. L. Lewis)
10. Rebel (C. Jarvis)

### Buffalo, N. Y.

1. Tammy (D. Reynolds)
2. I'm Gonna Sit Right Down (B. Williams)
3. Love Letters In The Sand (P. Boone)
4. Teddy Bear (E. Presley)
5. Diana (P. Anka)
6. So Rare (J. Dorsey)
7. White Silver Sands (Rondo)
8. It's Not For Me To Say (J. Mathis)
9. Bye, Bye Love (Everlys)
10. Somebody's Been Rockin' My Baby (R. Willis)

### Atlanta, Ga.

1. Teddy Bear (E. Presley)
2. Love Letters In The Sand (P. Boone)
3. Bye, Bye Love (Everlys)
4. I'm Gonna Sit Right Down (B. Williams)
5. It's Not For Me To Say (J. Mathis)
6. Searchin' (Coasters)
7. First Kiss (N. Petty)
8. So Rare (J. Dorsey)
9. Till (P. Faith)
10. Send For Me (N. Cole)

### St. Louis, Mo.

1. Bye, Bye Love (Everlys)
2. White Silver Sands (Rondo)
3. Shangri-La (Four Coins)
4. Wonderful! Wonderful! (J. Mathis)
5. I'm Gonna Sit Right Down (B. Williams)
6. Around The World (Mantovani)
7. Whispering Bells (Del-Vikings)
8. Tammy (D. Reynolds)
9. I Like Your Kind Of Love (A. Williams)
10. At Our House (C. Nelson)

### Miami, Fla.

1. I'm Gonna Sit Right Down (B. Williams)
2. It's Not For Me To Say (J. Mathis)
3. Bye, Bye Love (Everlys)
4. Love Letters In The Sand (P. Boone)
5. Teddy Bear (E. Presley)
6. White Silver Sands (Rondo)
7. Old Cape Cod (P. Page)
8. Teenager's Romance (Nelson)
9. Around The World (Mantovani)
10. Searchin' (Coasters)

### Cleveland, Ohio

1. I'm Gonna Sit Right Down (B. Williams)
2. Searchin' (Coasters)
3. Around The World (Young)
4. Bye, Bye Love (Everlys)
5. Teddy Bear (E. Presley)
6. Tammy (Reynolds/Ames Bros.)
7. My Personal Possession (Cole)
8. Love Letters In The Sand (P. Boone)
9. White Silver Sands (Rondo)
10. Short Fat Fannie (L. Williams)

# Decca Fall Program Unveils Forty New LPs

NEW YORK—Decca Records has announced its plans for the promotion and exploitation of forty new albums that comprise the company's Fall Program.

The sets include recordings in every musical category—vocals, instrumentals, jazz, mood music, dance music, country and classical music. The balance and variety of albums in this release is in line with Decca's policy of making its catalog the "Dealer's Choice," which is the theme of the entire promotion.

The Fall program was presented to Decca's own personnel at a series of meetings, presided over by Sydney N. Goldberg and Claude Brennan, and held at the company's five Divisional locations in New York, Chicago, Cleveland, New Orleans and Los Angeles.

A series of meetings for Dealers is currently in progress in 18 key cities all over the country. The last of these will be held in Albany on July 29th, in Columbus on the 30th, and in Dayton, Houston and New York on the 31st. At the meetings Dealers in the respective territories will be guests at a cocktail party and will be introduced to the Fall product.

The most extensive set in the Decca release is the package titled "Satchmo—A Musical Autobiography of Louis Armstrong." This is a 4-LP set, bound in a package containing an illustrated booklet and featuring narration as well as music. Each of the "Satchmo" sets is individually boxed. The list price of the package is \$19.50.

Other albums included in Decca's "Dealer's Choice" Program are: "Rockin' The Oldies" by Bill Haley and his Comets; "New Tricks" by Bing Crosby; "Boy Meets Girl" featuring Sammy Davis, Jr. and Carmen McRae; "Shufflin' Along" by the Four Aces; "Club Durant" by Jimmy Durante; "Ole Caterina," Caterina Valente and Silvio Francesco; "Mishel Piastro conducts A Pops Concert in Hi-Fi"; "Isle Of Golden Dreams," Wayne King Orch.; "Teenage Hop," Warren Covington and the Commanders; "Dancing On A Rainbow," Roger King Mozier Orch.; "Serenades To Remember," Jack Pleis, his piano and Orch.; "Mr. Dee Goes To Town," Lenny Dee; "The Call of The Cross," Wally Fowler; "Capt. Burl Ives' Ark"; "Debut," Marcy Lutes; "The Follies Girl," Bill Snyder & Orch.; "Poet At The Pipe Organ," Jesse Crawford; "Latin Impressions," Socarras his flute and orch.; "Cascading Strings," Werner Muller Orch.; "In A Dancing Mood," Jan Garber Orch.; "I Gotta Right To Sing," Roberta Sherwood; "Hymn Time," Jimmie Davis; "One Dozen Roses," the Mills Brothers; "Strings Of My Heart," Mimi Allen, harp; "Among My Souvenirs" featuring the late Al Jolson singing selections originally recorded for Kraft Music Hall broadcasts.

The jazz portion of the Decca release includes "Jazz Lab 2" by John Graas; "Trumpet On The Wing," Wingy Manone; "Jazz Studio No. 6," the Amram-Barrow Quartet.

The country field is represented by

the following: "Winner Of Your Heart," Kitty Wells; and an album titled "Wilburn Brothers."

The releases in the Decca Gold Label (classical) Series are: "Segovia And The Guitar," Andres Segovia; "Flamenco," by Carmen Amaya and Sabicas; two albums in the Grand Opera Highlights Series, "The Magic Flute" and "Tannhauser"; an album of Schumann and Brahms compositions performed by Dietrich Fischer-Dieskau and Jorg Demus; an album of Richard Strauss' "Ein Heldenleben" by the Saxon State Orch., Dresden; Schubert's "Rosamunde"; and "The Masters Revisited" by Ralph Burns.

Decca's salesmen have been provided with attractive carrying cases, special order forms, full-color bound litho books, and a "sampler" of sides from the new albums with which to approach their accounts. The dealers will be provided with extensive display material on the albums in the "Dealer's Choice" release. The company has also made available at this time the second edition of its "Dealer Aid" catalog. This volume, in addition to cross-indexing by title and number, also includes full illustrations of LP covers.

Promotion on the consumer level includes the distribution of a million full-color, illustrated consumer catalogs which feature all of Decca's 12-inch album product. Further exposure for the company's LP catalog will be provided via illustrated merchandising inserts in full color which will be included in every new LP shipped from the factory. Promotion on the Fall Product, as well as being done by Decca personnel, will also be abetted by the company's artists who will promote their new product on all personal appearances and interviews.

Qualified dealers will be able to take advantage of an additional discount ranging from 5% to 10%.

## Boone Cuts Another Kenny Brothers Standard

NEW YORK—Pat Boone, who, in his last Dot release brought back to the charts a Nick and Charles Kenny oldie, "Love Letters In The Sand," has recorded another Kenny brothers evergreen, "Goldmine In The Sky," his follow-up to "Love Letters In The Sand."

"Goldmine In The Sky," a hit in the thirties, is published, as is "Love Letters" by Bourne Music.

## Decca Gets Film Sound Track

NEW YORK—Decca Records has contracted for the release of the soundtrack album from the forthcoming film "Run Of The Arrow." This picture, an RKO Production, is being distributed by Universal-International. The score was composed by the late Victor Young, and the music for the track was conducted by Bakaleinakoff, who directed the RKO Studio Orchestra.

# Atlantic Records Continues Bonus Plan With Fall Program

NEW YORK — Atlantic Records this week announced its forthcoming Fall Plan. In effect it is a continuation of its highly successful Summer Plan which offered the dealer one free LP for every eight different LPs purchased.

The free bonus offering will remain in effect until September 2.

Atlantic also announced its re-entry into the EP field and the plan will bear the same ratio for the dealer. He will receive one bonus EP for each eight different ones purchased.

Atlantic announced that because of the renewed interest throughout the country for EPs it had decided to re-enter the field with all its energies. The diskery canvassed its distributors and found, almost without exception, that a renewed acceptance of the EP was strong in both the retail and juke box markets. Ready for release are seventeen EPs in both the r & r and jazz fields. The price will be pegged at \$1.29, down from its former price of \$1.49.

The r & r releases will include one record by Clyde McPhatter, Ruth Brown, Joe Turner, Ray Charles, Lavern Baker, Ivory Joe Hunter, The Clovers, Chuck Willis, The Drifters. All the songs have formerly been available as singles. In addition one EP will be titled "All Star Rock & Roll" and will offer four new releases by Lavern Baker, Ivory Joe Hunter, Clyde McPhatter, and Ruth Brown.

The specialty EPs will be by Wilbur DeParis, Bobby Short, Phineas Newborn, Chris Connor, Charles Mingus, Joe Mooney, Modern Jazz Quartet. All have been available as singles before except the Charles Mingus EP. This will include "The Clown", a new item. "The Clown" will also be part of an LP titled "The Clown" which will be released in about one month.

Four new LPs are also ready for immediate release. They are "That Satin Doll" by Carol Stevens and recorded with Phil Moore's music. "Mood Jazz" by Joe Castro. This LP is described as jazz recorded with voices and strings. Castro is well known on the Pacific coast where he was active for a good many years. For the last year Castro has been playing the piano in eastern clubs. The third LP "The Great Ray Charles" presents Ray Charles in an instrumental album featuring Charles' pianistic skills. Ray Charles, so well known for his funky blues shouting, is presented here as a modern jazz

pianist. The fourth of the LP package is "Dixieland At Jazz Ltd." It features various combinations, the most famous being Sidney Bechet, Muggsy Spanier, Miff Mole, and Doc Evans.

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b/w  
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KING 5070

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**OTIS WILLIAMS**  
and His Charms  
**UNITED**  
DE LUXE 6138

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**LITTLE WILLIE JOHN**  
**"IF I THOUGHT YOU**  
**NEEDED ME"**  
KING 5066

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**THE "5" ROYALES**  
**THINK**  
KING 5053

---

**DONNIE ELBERT**  
**BELIEVE IT OR NOT**  
b/w  
**TELL ME SO**  
DE LUXE 6143

---

**ROY MILTON**  
**ROCKIN' PNEUMONIA & A**  
**BOOGIE WOOGIE FLU**  
KING 5069

---

**TINY TOPSY**  
**MISS YOU SO**  
b/w  
**AW! SHUCKS BABY**  
FEDERAL 12302

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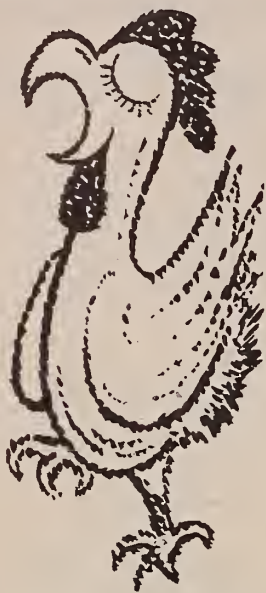
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By PAT BOONE

FROM THE HOUSE OF BOURNE

PAT BOONE

"GOLDMINE IN THE SKY"

PAT BOONE

"LOVE LETTERS IN THE SAND"

# Columbia Announces Fall Program With 35 New LPs

## Enters Stereophonic Tape Field

NEW YORK — Columbia Records this week announced its ambitious Fall Plan which will encompass 35-12" LPs and a bonus 10% dividend effective August 1 through September 28. Columbia will also make its entry into the Stereophonic Tape field with ten releases. Columbia calls it "the finest balanced stereophonic reproduction ever," and predicts tape fans will revel in the spaciousness and three-dimensional sound.

Another first for Columbia will be four two-lp sets to sell for \$6.98. These are part of the 35 mentioned above and include the music of Rodgers, Gershwin, Kern and Porter interpreted by Kostelanetz, Faith, Weston and Legrand.

Columbia will endeavor to match its superb sales record on "My Fair Lady" with the original sound track of the moving picture "Pajama Game" featuring Doris Day and John Rait. A big push is planned to make this the sales leader of the coming year.

An impressive group of new artists will be unveiled. Frank Comstock, Phil Silvers, Ray Ellis and Jonathan Edwards are the Columbia hopefuls. The first three are well known to the trade—Comstock for his backing of the Hi-Lo's; Phil Silvers, of course, as the TV comedian of the last few years; and Ray Ellis, one of most successful arrangers in the disk business. Jonathan Edwards is a new piano find for whom Columbia has great expectations.

For the dealer Columbia offers an expanded custom service; a masterworks theme-finder which will familiarize clerks with, and enable them to identify twenty-four of the most popular symphonies; a gift browser unit (designed as a companion piece to the permanent Buy of the Month merchandiser) which will get the consumer's attention right down to the envelopes, ribbons and tags which will make a handsome package of the record that has been selected; wall and window streamer, counter displays, and display fixtures.

The prime inducement, the bonus plan of 10%, can be taken by the merchant in extra merchandise of his own choice. The offer will apply to all new releases as well that will be shipped during August and September. The special dividend will be earned on Columbia's entire package goods line. Single records, Buy of the Month selections, and Harmony series (see separate story on Harmony), however, are excluded. Qualified dealers will also become eligible for liberal dating terms.

Buys of the Month for August, priced at \$2.98, are "The Romantic Music of Rachmaninoff", Andre Kostelanetz; and "Wonderful, Wonderful", Johnny Mathis. For September they will be "Berloiz" Symphonie Fantastique", and "Ellis In Wonderland", Ray Ellis.

The ten stereophonic tapes are "Cinderella"; "Phil Silvers and Swing-

ing Brass"; "The Strings of The Philadelphia Orch.", Ormandy; "The Romantic Music of Rachmaninoff", Kostelanetz; "Berloiz: Symphonie Fantastique", Mitropoulos, N.Y. Philharmonic; "Mozart: Quintet in B-Flat For Viola and Strings"—Budapest String Quartet With Walter Trampler, Violist; "Prokofiev: Peter And The Wolf — Ormandy, Philadelphia Orch."; "Stravinsky: Firebird Suite", Bernstein, N.Y. Philharmonic; "Pipes, Pedals and Fidelity", Buddy Cole; "For Dancing Sammy Kaye Swings and Sways Bells Are Ringing."

The LPs are as follows: "Wonderful, Wonderful", Johnny Mathis; "The Romantic Music of Rachmaninoff", Andre Kostelanetz; "Ellis in Wonderland", Ray Ellis; "Berloiz: Symphonie Fantastique", Dimitri Mitropoulos; "The Pajama Game", Doris Day and Original Motion Picture Cast; "Songs of The Sea", Norman Luboff; "Other Voices Erroll Garner"; "Phil Silvers and Swinging Brass"; "A Young Man's Fancy", Frank Comstock; "Bread, Love and Cha Cha Cha", Xavier Cugat; "Prokofiev: Peter and the Wolf, Op. 67", The Philadelphia Orchestra, Eugene Ormandy; "The Strings of the Philadelphia Orchestra", Eugene Ormandy; "Gliere: Symphony No. 3 In B Minor, Op. 42", The Philadelphia Orchestra, Eugene Ormandy; "Mozart: Six Quintets For String Quartet and Viola", Budapest String Quartet; "Mozart: Quintet For Viola and Strings in B-Flat Major, K. 174", Budapest String Quartet; "Mozart: Quintet for Viola and Strings In C Major, K. 515", Budapest String Quartet; "George Gershwin", Percy Faith; "Jerome Kern", Paul Weston; "Richard Rodgers", Andre Kostelanetz; "Cole Porter", Michel Legrand; "The Hi-Lo's"; "The Piano Artistry of Jonathan Edwards"; "Jazz Goes To Junior College", Dave Brubeck Quartet; "An Affair To Remember"; "Lalo Symphonie Espagnole", Zino Francescatti; "Mozart: Symphony No. 39", "Symphony No. 40", Sir Thomas Beecham; "Anna Russell In Darkest Africa"; "Stravinsky: Persophone", Igor Stravinsky—N.Y. Philharmonic; "Hail Holy Queen", Trappist Monks of Gethsemani; "William Tell Overture", The Philadelphia Orchestra, Eugene Ormandy; "Ray Price Sings Heart Songs"; "Smith's The Name", Carl Smith; "Cartain Kangaroo's Songs and Dances", Bob Keeshan; "Clooney Tunes", Rosemary Clooney.

### Chess Labels Buy Masters

CHICAGO — Phil Chess, Chess/Checker/Argo, advised this past week that he had acquired pressing rights to three masters on tunes making considerable local noise.

One Chess was exceptionally excited over was a lush piano treatment by Johnny Kay of "Maid Of The Mist." Master was picked up from a local Cleveland indie and is said to have gone ten thousand the first week in that area.

Designated for an early Checker release is a tune bought from Cliff titled "Flat Feet" by T.V. Slim. Chess heard the tune in Shreveport where it, too, is a local hit and purchased the master.

Finally, label release not yet picked, is a swinging thing called "Happy Birthday Baby."

"That", says Chess, "is a natural smash."



# Capitol August LP Release Intros 26 New Hi-Fi Pkges

HOLLYWOOD — Offering 26 new high fidelity albums for August, including initial packages for the label by Leopold Stokowski, Fred Waring, Trudy Richards, The Merry Macs, England's Ron Goodwin, and the first LP since her return to Capitol after a five year absence by Peggy Lee, marks Capitol's new release, which hit the nation's stores last week July 22.

The line-up includes 17 pop sets, seven classical and two children's. These are the new pop albums:

"Music From The Motion Picture Soundtrack—'The James Dean Story'" presented by George W. George and Robert Altman and distributed by Warner Brothers. Exclusive Capitol recording artist, Tommy Sands, vocalizes the end title (theme), "Let Me Be Loved." Leith Stevens composed and conducted the music. "This Is Nat 'King' Cole" is a collection of Cole favorites, some of which have never been released in America but have been big hits in England. "The Man I Love" marks Peggy Lee's album return to Capitol, with orchestra conducted by Frank Sinatra. The package includes, in addition to the album title song, "He's My Guy," "Then I'll Be Tired of You," "Happiness Is a Thing Called Joe," and "That's All."

Fred Waring's debut album on Cap, "Fred Waring and the Pennsylvanians In Hi-Fi," offers such favorites as "I Hear Music," "Sleep," "In the Still of the Night," "Smoke Gets In Your Eyes," and "Hit the Road to Dreamland."

Another group premiering on the label in the new program is The Merry Macs. The package is titled "The Very Merry Macs," with orchestra conducted by Frank DeVol.

Another new debut album on the release is Trudy Richards' "Crazy In Love," backed by the arrangements and conducting of Billy May.

The George Shearing Quintet and Orchestra is heard in "Black Satin," which offers such tunes as "Moon Song," "Nothing Ever Changes My Love For You," and "What Is There to Say." Ever since Sonny James' Cap single of "Young Love" crashed the two million mark, there has been an increasing demand for an album of popular music by this top artist. Capitol has the answer in a new package titled "Sonny." On this platter James, The Southern Gentleman, sings "Near You," "Secret Love," "Heartaches" and "Because of You," among others.

Jackie Gleason's new album "Velvet Brass," features trumpets, trombones and French horns as the background to the sax solos by Toots Mondello. "Gotham Jazz Scene" is a new album by Bobby Hackett and his jazz band, while Glen Gray and the Casa Loma Orchestra offer "Casa Loma Caravan," in which are recreated arrangements of the tunes that made the Gray band one of the nation's top bands in the 30's. Vocalist Kenny Sargent is heard on five of the numbers. Honky tonk piano ace, Joe "Fingers" Carr has a new entry, "Honky Tonk Street Parade." The seven classical packages are:

"The Orchestra," a premiere album by conductor, Leopold Stokowski. The deluxe set includes selections which

demonstrate every facet of the modern symphony orchestra. "Overture!" is a new Hollywood Bowl Symphony Orchestra contribution to the release, with Felix Slatkin conducting four of the best known and best loved overtures including "The 1812 Overture" of Tchaikovsky.

Because Capitol's "Folk Songs of the Old World" enjoyed success as a two-12-inch-record package, the company has decided to endeavor to reach the widest possible audience by releasing the set as two separate albums. Volume I includes songs of England, Wales, Scotland, Ireland; Volume II, songs of Italy, France, Germany, Spain, Norway, Denmark, Sweden and Holland.

Another classical album on the release is William Steinberg conducting the Pittsburgh Symphony Orchestra in Elgar's "Enigma Variations" and Vaughan Williams' "Fantasia" on a theme by Thomas Tallis. Still another album presents violinist Nathan Milstein (with William Steinberg conducting the Pittsburgh Symphony Orchestra) playing Dvorak's "Concerto" and Glazounov's "Concerto." Rounding out the classical offerings is an album featuring the talents of guitarist Laurindo Almeida and Pianist Ray Turner in "Impressoes Do Brasil."

The release offers two new children's albums, "Classics For Children" (Volume 1 and 2 told by Don Wilson and Art Gilmore and performed by the Continental Symphony Orchestra.

The release also includes five new 'Capitol' of the World popular recordings from around the world:

"Mexican Rancheras" featuring Los Centauros and Dora Maria (recorded in Mexico); "Music of Peru" by Vicente Bianchi and Los Jaranistas (recorded in South America); "It Can't Be Wrong" featuring mood instrumentals by Ron Goodwin and his Enchanting English Orchestra; "Italy Sings!" by Enzo Amadori and Julia de Palma (recorded in Milano) and "An English Interpretation of My Fair Lady," instrumental and vocal selections by Norrie Paramor and his concert orchestra (recorded in London).

Capitol backs up its new assortment of albums with promotion including a new album preview kit, specially prepared for radio and TV programming use, a 'Capitol' of the World album "spectacular," and a popular classical album "spectacular," plus complete deejay samples, and a dealer display kit containing a streamer, a set of full-color star bursts, a large Jackie Gleason display in full color, 12 inch divider cards for six of the new albums, special promotion for catalog albums, decorator frames, a pop album hanger, a die-cut display for Stokowski's "The Orchestra" album, large Milsten-Steinberg die-cut display in full color, plus a coordinated national advertising campaign.

To aid the "James Dean Story" soundtrack album, Capitol has prepared a special merchandising campaign which includes a giant die-cut James Dean display, a counter display, a 12 inch divider display, Dean fan photos, and two and three column cooperative advertising mats for dealer use, plus consumer advertising, special press kits to motion picture publications, record reviewers and Hollywood columnists, and disk jockey promotion to insure air play.

In addition, Capitol is offering a 10 per cent cash discount on all current catalog albums including "The Pride and the Passion" soundtrack album, and deferred billing on all new albums . . . current catalog albums, with 50 per cent due Nov. 10, 1957, 50 per cent due Dec. 10, 1957. An initial album purchase of \$250 qualifies dealers for discounts and deferred billing advantages. The program opened July 22 and closes Sept. 28.

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**Della Reese**  
"AND THAT REMINDS ME"

Jubilee 5292

★  
**Bill Darnel**  
"RAINBOW"

Jubilee 5290

★  
**Bob Whalen**  
"ME AND MY IMAGINATION"

Jubilee 5289

★  
**Don Lee**  
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## MARGIE RAYBURN

LIBERTY RECORDS  
latest 2-sided hit

"MISSISSIPPI MOON" and "GET ACQUAINTED WALTZ"

(Cash Box—Sleeper of the Week and Billboard—Review Spotlight)

Voted Among Top Up and Coming Female Vocalists—Cash Box D.J. Poll

## THE SABRES

RCA VICTOR RECORDS

"RIDING HIGH WITH THE SABRES" Album

(Watch For New EP)

Voted Among Top Up and Coming Vocal Groups—Cash Box D.J. Poll  
Just Completed—20 weeks The Sahara, Las Vegas  
Currently—The Terraine Room, Los Angeles

## RANDY VAN HORNE

RCA VICTOR RECORDS

"SWINGIN' SINGIN'" Album

(Watch For New EP)

The Randy Van Horne Singers—appearing weekly on the 'Nat King Cole Show' NBC-TV Network

## THE SUNNYSIDERS

(The 'Hey Mr. Banjo' Group)

DECCA RECORDS

Watch For The New Sunnysiders Album—released soon

## THE WINDSORS

Just Completed—8 weeks El Cortez Hotel, Las Vegas

Currently—6 weeks Marineland Lounge, Los Angeles

## BIG T. TYLER

ALADDIN RECORDS

First Big Release

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## ANDRE DELADEEYAY

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Gladys Music, Inc,

## LOVING YOU

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Elvis Presley  
Elvis Presley Music, Inc.

## FABULOUS

recorded by

Charlie Gracie — Cameo

Mayland Music Publishing Co., Elvis Presley  
Music, Inc., Shalimar & Shalimar Music Corp.  
HILL AND RANGE SONGS, INC.

A SURE WINNER AND  
A GREAT FOLLOW-UP TO  
"SO YOUNG"

CA # 1015

## CLYDE STACY'S

# "DREAM BOY"

CA # 1018



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# Best Selling Sheet Music

		LAST WEEK
1	AROUND THE WORLD Victor Young ASCAP—Young	2
2	LOVE LETTERS IN THE SAND Bourne ASCAP—Kenny, Kenny, Coots	1
3	OLD CAPE COD Geo. Pincus & Sons ASCAP—Rothrock, Yakus	3
4	I'M GONNA SIT RIGHT DOWN DeSylva, Brown & Henderson ASCAP—Young, Ahlert	6
5	TAMMY Northern ASCAP—Livingston, Evans	10
6	BYE, BYE LOVE Acuff-Rose BMI—Bryant, Bryant	4
7	DARK MOON Dandelion BMI—Miller	5
8	WHITE SILVER SANDS Fellows Peer Int'l BMI—Matthews	—
9	SO RARE Robbins ASCAP—Herst, Sharpe	9
10	IT'S NOT FOR ME TO SAY Korwin ASCAP—Stillman, Allen	11
11	TEDDY BEAR Gladys ASCAP—Mann, Lowe	12
12	A TEENAGER'S ROMANCE Aztec ASCAP—Gillam	8
13	A WHITE SPORT COAT Acuff-Rose BMI—Robbins	7
14	GONNA FIND ME A BLUEBIRD Acuff-Rose BMI—Rainwater	14
15	FOUR WALLS Sheldon BMI—Moore, Campbell	13



# Peatman List

SONGS WITH LARGEST RADIO & TV AUDIENCE

The top 30 songs of the week on radio and TV based on the Copyrighted Audience Coverage Index & Audience Trend Index—A National Survey of Popular Music Heard Over Network Broadcasts. Published by the Office of Research, Inc., Dr. John G. Peatman, Director.

RADIO (LISTED ALPHABETICALLY)	TV
A White Sport Coat ..... Acuff-Rose	All Shook Up ..... Shalimor
An Affair To Remember ..... Feist	Around The World ..... Young
Around The World ..... Young	Come Go With Me ..... Gil-Fee Bee
Band Of Angels ..... Witmark	Come Home Joe ..... Brenner
Bye Bye Love ..... Acuff-Rose	Girl With The Golden Braids ..... Roncom
Every Little Movement ..... Witmark	Gonna Find Me A Bluebird ..... Acuff-Rose
Fascination ..... Southern	Half Of My Heart ..... Columbia Pic.
Gotta Get To Your House ..... Larrabee	I Can't Give You Anything But Love ..... Mills
I Like Your Kind Of Love ..... Acuff-Rose	I Could Have Danced All Night ..... Chappell
I'm Gonna Sit Right Down ..... DeSylva, Brown & Henderson	I Like Your Kind Of Love ..... Acuff-Rose
In The Middle Of An Island ..... E. H. Morris	I'm Gonna Sit Right Down ..... DeSylva, Brown & Henderson
It's Good To Be Alive ..... Valyr	In The Eyes Of The World ..... Annovic
It's Not For Me To Say ..... Korwin	In The Middle Of An Island ..... E. H. Morris
June Night ..... Feist	It's Not For Me To Say ..... Korwin
Love In The Afternoon ..... Commander	Just In Time ..... Strotford
Love Letters In The Sand ..... Bourne	Little Darlin' ..... Excellorec
Mangos ..... Redd Evans	Little White Lies ..... Bregman, Vocco & Conn
My Heart Reminds Me ..... Symphony House	Love Letters In The Sand ..... Bourne
Old Cape Cod ..... Pincus	Marianne ..... Montclare
Shangri-La ..... Robbins	My Love Is Real ..... Geronimo
Shenandoah Rose ..... Planetary	Old Cape Cod ..... Pincus
So Rare ..... Robbins	One For My Baby ..... E. H. Morris
Soft Sands ..... Weiss & Barry	Past My Prime ..... Commonder
Swinging Sweethearts ..... E. H. Morris	Shangri-La ..... Robbins
Tammy ..... Northern	Tammy ..... Northern
Tell My Love ..... Famous	Teddy Bear ..... Gladys
Through The Eyes Of Love ..... Pickwick	Third Finger, Left Hand ..... Joy
Till ..... Chappell	Till ..... Chappell
When My Sugar Walks Down The Street ..... Mills	When My Sugar Walks Down The Street ..... Mills
White Silver Sands ..... Fellows-Peer	White Silver Sands ..... Fellows-Peer
You You Romeo ..... Planetary	



## Top Selling Records

Reported by

# Retail Outlets

From Coast to Coast

### BROADWAY MUSIC New York, N. Y.

1. Around The World (Mantovani)
2. Start Movin' (S. Mineo)
3. It's Not For Me To Say (J. Mathis)
4. Passing Strangers (Vaughan & Eckstine)
5. Shangri-La (Four Coins)
6. Diana (P. Anka)
7. Tammy (R. Hayman)
8. Old Cape Cod (P. Page)
9. Love Letters In The Sand (P. Boone)
10. Star Dust (B. Ward)

### ROL'S RECORD SHOP Chicago, Ill.

1. It's Not For Me To Say (J. Mathis)
2. Teddy Bear (E. Presley)
3. Shangri-La (Four Coins)
4. Old Cape Cod (P. Page)
5. Tammy (D. Reynolds)
6. Send For Me (N. Cole)
7. Searchin' (Coasters)
8. Close Your Eyes (H. Lance)
9. Susie Q (D. Hawkins)
10. Around The World (Young)

### CALIFORNIA MUSIC COMPANY Los Angeles, Calif.

1. Teddy Bear (E. Presley)
2. Bye, Bye Love (Everly Bros.)
3. Searchin' (Coasters)
4. Send For Me (N. Cole)
5. It's Not For Me To Say (J. Mathis)
6. I'm Gonna Sit Right Down (B. Williams)
7. Star Dust (B. Ward)
8. Around The World (Young)
9. Love Letters In The Sand (P. Boone)
10. So Rare (J. Dorsey)

### HIGH POINT RECORD SHOP Philadelphia, Pa.

1. Around The World (Mantovani)
2. It's Not For Me To Say (J. Mathis)
3. Shangri-La (Four Coins)
4. Rainbow (R. Hamilton)
5. I'm Gonna Sit Right Down (B. Williams)
6. Love Letters In The Sand (P. Boone)
7. To The Aisle (Five Satins)
8. White Silver Sands (Rondo)
9. Start Movin' (S. Mineo)
10. Send For Me (N. Cole)

### MAJESTIC MUSIC SHOPS Perth Amboy, N. J.

1. Love Letters In The Sand (P. Boone)
2. It's Not For Me To Say (J. Mathis)
3. Bye, Bye Love (Everly Bros.)
4. Teddy Bear (E. Presley)
5. Around The World (Young)
6. Wonderful! Wonderful! (J. Mathis)
7. Old Cape Cod (P. Page)
8. I'm Gonna Sit Right Down (B. Williams)
9. White Silver Sands (Rondo)
10. In The Middle Of An Island (T. Bennett)

### PARKER STUDIO RECORD SHOP Ft. Walton Beach, Fla.

1. White Silver Sands (Gardner)
2. Love Letters In The Sand (P. Boone)
3. Short Fat Fannie (Williams)
4. So Rare (J. Dorsey)
5. Teddy Bear (E. Presley)
6. Whole Lot Of Shakin' Going On (J. L. Lewis)
7. Searchin' (Coasters)
8. With All My Heart (J. Sands)
9. Tammy (D. Reynolds)
10. Whispering Bells (Del-Vikings)

### THE GROOVE-GOSSAGE Houston, Tex.

1. When I Meet My Girl (T. Ridgley)
2. Whispering Bells (Del-Vikings)
3. Tammy (D. Reynolds)
4. I'm Gonna Sit Right Down (B. Williams)
5. Bye, Bye Love (Everly Bros.)
6. Shangri-La (Four Coins)
7. Around The World (Young)
8. White Silver Sands (Rondo)
9. Next Stop Paradise (T. Randazzo)
10. So Rare (J. Dorsey)

### COX RECORD SHOP Atlanta, Ga.

1. Love Letters In The Sand (P. Boone)
2. First Kiss (Norman Petty Trio)
3. Till (P. Faith)
4. Teddy Bear (E. Presley)
5. It's Not For Me To Say (J. Mathis)
6. I'm Gonna Sit Right Down (B. Williams)
7. Tammy (Ames Bros.)
8. So Rare (J. Dorsey)
9. White Silver Sands (Gardner)
10. Around The World (Mantovani)

### STEPHENSON MUSIC COMPANY Raleigh, N. C.

1. Bye, Bye Love (Everly Bros.)
2. Short Fat Fannie (Williams)
3. So Rare (J. Dorsey)
4. Tammy (D. Reynolds)
5. Teddy Bear (E. Presley)
6. Love Letters In The Sand (P. Boone)
7. Whispering Bells (Del Vikings)
8. Miss Ann (Little Richard)
9. Old Cape Cod (P. Page)
10. Valley Of Tears (Domino)

### MODRONA RECORDS Portland, Ore.

1. White Silver Sands (Rondo)
2. Teddy Bear (E. Presley)
3. Honeycomb (J. Rodgers)
4. Raven (Kirby Stone)
5. Rainbow (R. Hamilton)
6. Rebel (Carol Jarvis)
7. Star Dust (B. Ward)
8. Tammy (D. Reynolds)
9. I'm Gonna Sit Right Down (B. Williams)
10. Old Cape Cod (P. Page)

### MUSIC BOX Cleveland, Ohio

1. Tammy (D. Reynolds)
2. I'm Gonna Sit Right Down (B. Williams)
3. Around The World (Young)
4. Teddy Bear (E. Presley)
5. Bye, Bye Love (Everly Bros.)
6. My Personal Possession (Cole)
7. Searchin' (Coasters)
8. Star Dust (B. Ward)
9. That'll Be The Day (Crickets)
10. White Silver Sands (Rondo)

### ALAMO PIANO COMPANY San Antonio, Tex.

1. Searchin' (Coasters)
2. Short Fat Fannie (Williams)
3. Young Blood (Coasters)
4. C. C. Rider (C. Willis)
5. Jenny, Jenny (Little Richard)
6. Over The Mountain (Johnnie & Joe)
7. My Personal Possession (Cole)
8. Dark Moon (Gale Storm)
9. Tammy (Ames Bros.)
10. Shangri-La (Four Coins)

### RADIO DOCTORS Milwaukee, Wisc.

1. Bye, Bye Love (Everly Bros.)
2. Teddy Bear (E. Presley)
3. Love Letters In The Sand (P. Boone)
4. I'm Gonna Sit Right Down (B. Williams)
5. Wonderful! Wonderful! (J. Mathis)
6. Searchin' (Coasters)
7. Rainbow (B. Darnel)
8. White Silver Sands (Rondo/Lennon Sisters)
9. Around The World (Crosby/Young)
10. Star Dust (B. Ward)

### DEIBEL'S RECORD SHOP St. Louis, Mo.

1. Next Stop Paradise (K. Randazzo)
2. I Like Your Kind Of Love (A. Williams)
3. At Our House (C. Nelson)
4. With All My Heart (J. Sands)
5. Whispering Bells (Del Vikings)
6. White Silver Sands (Rondo)
7. Tammy (D. Reynolds)
8. Shangri-La (Four Coins)
9. Wonderful! Wonderful! (J. Mathis)
10. I'm Gonna Sit Right Down (B. Williams)

### TRI-BORO RECORD EXCHANGE Jamaica, L. I., N. Y.

1. Diana (P. Anka)
2. Whispering Bells (Del Vikings)
3. Send For Me (N. Cole)
4. Star Dust (B. Ward)
5. Around The World (Young/Mantovani)
6. Goody Goody (Teenagers)
7. Mr. Wee (Bobbettes)
8. Let's Start All Over Again (Paragons)
9. In The Middle Of An Island (T. Bennett)
10. Melancholy Baby (Somethin' Smith)

### KOP'S PIANO HOUSE Great Falls, Mont.

1. Shangri-La (Four Coins)
2. Bye, Bye Love (Everly Bros.)
3. Searchin' (Coasters)
4. Valley Of Tears (Domino)
5. With All My Heart (J. Sands)
6. Jenny, Jenny (Little Richard)
7. Girl With The Golden Braids (P. Como)
8. Around The World (Mantovani)
9. Rock Your Little Baby To Sleep (B. Knox)
10. Loving You (E. Presley)

### COLUMBIA MUSIC CO. San Francisco, Calif.

1. Teddy Bear (E. Presley)
2. Bye, Bye Love (Everly Bros.)
3. Love Letters In The Sand (P. Boone)
4. It's Not For Me To Say (J. Mathis)
5. I'm Gonna Sit Right Down (B. Williams)
6. Around The World (Mantovani)
7. Old Cape Cod (P. Page)
8. With All My Heart (J. Sands)
9. So Rare (J. Dorsey)
10. Searchin' (Coasters)

### THE RECORD SHOP Buffalo, N. Y.

1. Tammy (D. Reynolds)
2. Somebody's Been Rocking My Baby (R. Willis)
3. Old Cape Cod (P. Page)
4. It's Not For Me To Say (J. Mathis)
5. So Rare (J. Dorsey)
6. I'm Gonna Sit Right Down (B. Williams)
7. Island In The Sun (Belafonte)
8. Teddy Bear (E. Presley)
9. I Like Your Kind Of Love (A. Williams)
10. Around The World (Young)

### MELODY MART Paducah, Ky.

1. Short Fat Fannie (L. Williams)
2. Love Letters In The Sand (P. Boone)
3. Teddy Bear (E. Presley)
4. So Rare (J. Dorsey)
5. So Hard To Laugh, So Easy To Cry (Escorts)
6. Miss Ann (Little Richard)
7. Teenager's Romance (Nelson)
8. Bye, Bye Love (Everly Bros.)
9. Tammy (D. Reynolds)
10. A Fallen Star (F. Husky)

### GLEN MUSIC SHOP Detroit, Mich.

1. It's Not For Me To Say (J. Mathis)
2. Teddy Bear (E. Presley)
3. Rainbow (R. Hamilton)
4. Star Dust (B. Ward)
5. Old Cape Cod (P. Page)
6. Diana (P. Anka)
7. Tammy (D. Reynolds)
8. Around The World (Mantovani)
9. Send For Me (N. Cole)
10. White Silver Sands (Rondo)

### LYNN MUSIC COMPANY Lynn, Mass.

1. Love Letters In The Sand (P. Boone)
2. So Rare (J. Dorsey)
3. Bye, Bye Love (Everly Bros.)
4. It's Not For Me To Say (J. Mathis)
5. Tammy (R. Hayman)
6. I'm Gonna Sit Right Down (B. Williams)
7. Dark Moon (Gale Storm)
8. White Sport Coat (Robbins)
9. Old Cape Cod (P. Page)
10. Around The World (Young)



introduces

# THE FOUR DOLLS

accompanied by Jack Marshall's Music

*pert and percolating on*

PROUD  
OF YOU  
and  
THREE ON  
A DATE

record no. 3766



# NORMAN ERSKINE

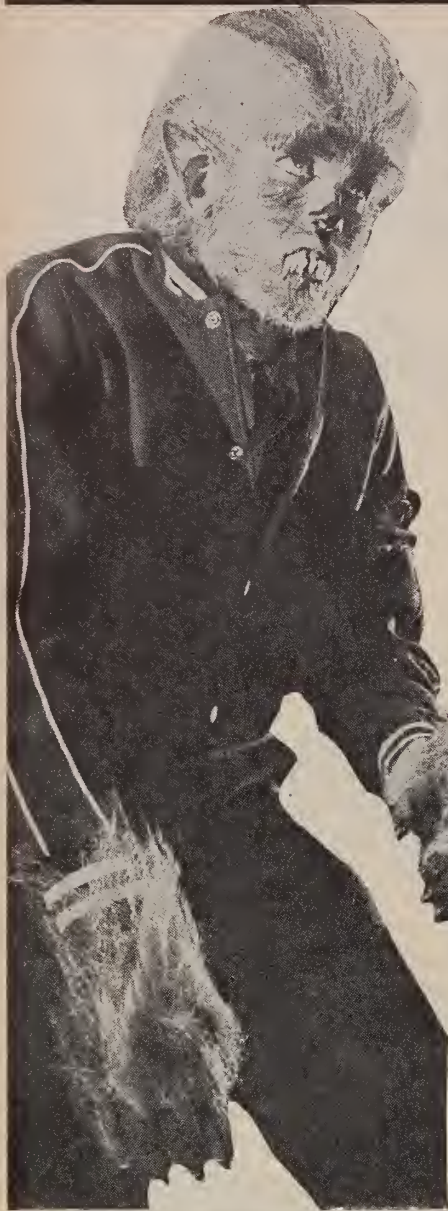
with Bob Bain's Music

*singin' up a storm with*

TILL WE  
MEET AGAIN  
and  
WHAT'S TO  
BECOME  
OF ME

record no. 3769





**YOU SEE IT!!!  
NOW, HEAR IT!!!**

**\* "The Teenage Werewolf"**

singing

**"BE PATIENT WITH ME"**

and

"Gimmie A Little Kiss"

Candlelight 1017

\* Michael Landon, Star Of "I WAS A TEENAGE WEREWOLF"



**CANDLELIGHT RECORDS**  
1650 BROADWAY  
(Phone: Circle 7-5947)

**43 LPs In Coral Records' Fall Album Program**

NEW YORK — Coral Records has announced that the simultaneous release of forty-three Long Play albums, and six Extended Play albums, comprises the company's Fall album program. The theme of the promotion is "The World's Finest Music".

This theme was adopted from the title of one of the albums included in the release, "The World's Finest Music As Interpreted By Lawrence Welk". This set, one of five by the maestro in the Fall release, was recorded with Welk utilizing the talents of 78 musicians. Other key albums to be issued at this time are sets by Johnny Desmond, Teresa Brewer, the McGuire Sisters, Dick Jacobs, Steve Allen, Billy Williams, Vincent Lopez, Steve Lawrence, the Modernaires, Raymond Scott, and many others. The "World's Finest Music" includes recordings in the vocal, instrumental, dance and jazz veins.

As part of its promotion on these packages, Coral is offering a Distributor and Dealer Discount Plan. Qualified Dealers will be able to take advantage of an additional discount ranging from 5% to 10%. This discount plan applies to all package merchandise in the Coral catalog. Further promotion on the dealer level includes extensive display material, the major unit of which is an attractive antique white and gold frame, 17 inches square, in plastic, which will serve as a permanent Lawrence Welk display merchandiser. Other displays include mounted litho units which can be used individually or collectively.

Coral has prepared, for disk jockey use, a specially designed "sampler" package. Selections from 22 of the new albums are included on the 2 LP's in the "sampler".

Also for radio stations, Coral has announced that, effective immediately, they are offering an LP Subscription Service. This contract guarantees a minimum of sixty LP's at the cost of \$50.00 per year. Shipments under this service will be made monthly. In addition to the regular shipments of new albums, Coral is offering those who subscribe to the LP contract the opportunity of purchasing any back LP's from the company's active catalog, released prior to August 1, 1957, at the price of \$1.10 each.

Norman Wienstroer, General Sales Manager of Coral, presented the "World's Finest Music" program to the company's Branch and Distributor personnel at a series of meetings that took place on Saturday, July 27th at the Warwick Hotel in New York, and Sunday, July 28th at the Sherman Hotel in Chicago. On Monday, July 29th he will meet with distributors at the Knickerbocker Hotel in Los Angeles. Coral's salesmen will be provided with full-color bound litho books which, together with the illustrated Colorama catalog, will enable them to display every available Coral LP to their dealers. This release brings the 12-inch LP catalog to 166 packages.

**Prestige Fall Sales Plan**

NEW YORK—Prestige Records has announced details of their annual Fall Booster Sales Plan to go into effect for the Month of August. During this month a 10% discount will apply to all purchases made of any albums in the Prestige catalogue including the August releases. Albums by Sonny Rollins, Gil Melle, Ray Bryant, Ray Draper and Herbie Mann are featured in the August set of releases.



**Best Selling Pop Albums**

★ Also Available in EP

		Pos. Last Week
1	★AROUND THE WORLD IN EIGHTY DAYS MOVIE SCORE (Decca DL 9046 * ED 836)	1
2	★LOVE IS THE THING NAT "KING" COLE (Capitol W-824 * EAP-1-824, 2-824, 3-824)	2
3	★A SWINGIN' AFFAIR! FRANK SINATRA (Capitol W 803 * EAP-1-803, 2-803, 3-803, 4-803)	3
4	★ LOVING YOU ELVIS PRESLEY (RCA Victor LPM-1515 * EPA 2-1515)	4
5	MANTOVANI FILM ENCORES MANTOVANI AND HIS ORCHESTRA (London LL-1700)	5
6	★MY FAIR LADY BROADWAY CAST (Columbia OL 5090 * A 5090)	6
7	★ROGER WILLIAMS: SONGS OF THE FABULOUS FIFTIES ROGER WILLIAMS (Kapp KXL 5000 * KE-714, 15, 16, 17, 18) (2---12" LP)	8
8	★HYMNS TENNESSEE ERNIE FORD (Capitol T 756 * EAP-1-756, 2-756, 3-756)	7
9	BERGEN SINGS MORGAN POLLY BERGEN (Columbia CL 994)	12
10	★ LENA HORNE AT THE WALDORF ASTORIA (RCA Victor LOC-1028 * EOC-1028)	15
11	★SPIRITUALS TENNESSEE ERNIE FORD (Capitol T-818 * EAP-1-818, 2-818, 3-818)	13
12	★DANCE TO THE MUSIC OF LESTER LANIN (Epic LN 3340 * EG 7185)	14
13	★THE KING AND I MOVIE CAST (Capitol W 740 * EAP 740)	9
14	★AN EVENING WITH BELAFONTE HARRY BELAFONTE (RCA Victor LPM 1402 * EPA 1402)	10
15	★STEADY DATE TOMMY SANDS (Capitol T 848 * EAP-1-848, 2-848, 3-848)	11
16	★THE EDDIE DUCHIN STORY MOVIE SCORE (Decca DL 8289)	16
17	★OKLAHOMA MOVIE CAST (Capitol SAO 595 * SDM 595)	17
18	THE FLYING PLATTERS THE PLATTERS (Mercury MG 20298)	18
19	★HERE'S LITTLE RICHARD LITTLE RICHARD (Specialty SP 100 * 400, 401, 402)	19
20	NEW GIRL IN TOWN BROADWAY CAST (RCA Victor LOC-1027)	20
21	ABOUT THE BLUES JULIE LONDON (Liberty LRP-3043)	22
22	★ FOR DANCERS ALSO LES ELGART (Columbia CL 1008 * B-10081, 2, 3)	21
23	★'S WONDERFUL RAY CONNIFF (Columbia CL 925 * EPA 925)	—
24	BUDDY KNOX (Roulette R-25003)	23
25	PAT PAT BOONE (Dot DLP-3050)	24

"Only those records best suited for commercial use are reviewed by THE CASH BOX"

# Instantaneous **HIT!**



*The*  
**CHORDETTES**

# "JUST BETWEEN YOU AND ME"

No. 1330

b/w

**SOFT SANDS**

**cadence**

RECORDS INC., 40 EAST 49th ST., NEW YORK CITY





# Album Reviews

## POPULAR

**ELVIS PRESLEY**  
**LOVING YOU**



**"LOVING YOU"**—Elvis Presley—RCA Victor LPM-1515 (1-12" LP)

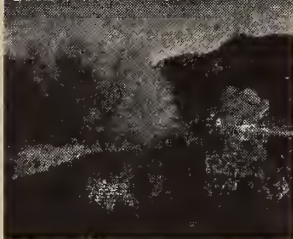
Already a smash seller, Presley's latest waxing is a presentation by the artist of seven songs from his new flick, "Loving You," plus a collection of five standards ("Blueberry Hill," "I Need You So," and "True Love") sung generally with a blues beat. Songs from the film include the current Presley chart items, "Teddy Bear," and "Loving You." Make sure this one is on the shelves.



**"THIS IS KIM"**—Morris Stoloff And The Columbia Pictures Orchestra And Chorus—Decca DL 8574 (1-12" LP)

Kim Novak portrays the late actress Jeanne Eagels in a forthcoming bio-film from Columbia, and it's Miss Novak who gets star billing in this collection of tunes taken from the years Jeanne Eagels was famous. Prominent film scorer, and hitmaker ("Picnic Theme"), Morris Stoloff leads the ork and chorus in sugary readings of such standbys as "Sophisticated Lady," "You Go To My Head," "Someone To Watch Over Me." Miss Novak, Stoloff, and the film are the perfect combination to put this waxing high on the charts. Must stock.

**Sons of the Pioneers**  
**ONE MAN'S SONGS**



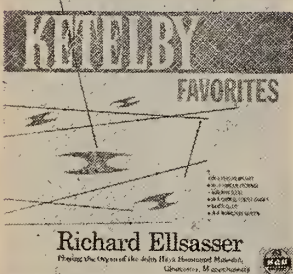
**"ONE MAN'S SONGS"**—Sons Of The Pioneers—RCA Victor LPM-1483 (1-12" LP)

The popular country and western vocal group is heard in a collection of tunes penned by the late Fred Rose. Writer of such hits as "It's A Sin," "Kaw-Liga," and "Hang Your Head In Shame," Rose is warmly represented with these and nine other numbers sung with polished harmony by the crew. Fine C&W songs, excellently portrayed.



**"HILLBILLY HIT PARADE"**—George Jones-Benny Barnes-Jeanette Hicks-James O'Gwynn-Leon Payne-Earl Aycock—Mercury MG 20282 (1-12" LP)

This first in a Mercury series of issues assembling country and western chart items that made the charts is sure to provide excellent C&W stock. Original hit renditions include "Yearning" by George Jones and Jeanette Hicks; "Poor Man's Riches" by Benny Barnes; "Don't Stop The Music" by George Jones. Other pressings here of C&W reliables are Leon Payne's "Young Love," James O'Gwynn's "I'm Tired" and Earl Aycock's "The Same To Two Lips." Important C&W release.



**"KETELBY FAVORITES"**—Richard Ellsasser, Organ—MGM E 3282 (1-12" LP)

Organist Ellsasser has another MGM offering featuring his expert organ work, a disk devoted to six descriptive compositions by the English composer Albert Ketelby. Performing on the pipe organ of the John Hays Hammond, Jr. Museum in Gloucester, Mass., an instrument of wonderful depth and versatility, Ellsasser gives such opus' as "In A Persian Market," "With Honour Crowned," and "Algerian Scene," vivid, and delicate readings. Fine sound. Commanding organ issue.



**"BE FRANK WITH FAY"**—Frank Fay—Bally-12015 (1-12" LP)

Legit and film performer Frank Fay has brought to disks his routine of humorously analyzing popular song lyrics, and the product is an entertaining package that could be a sales sleeper. Fay is challenged by pianist Adam Carroll to "prove" his low-esteem of song lyrics, an offer Fay gleefully takes on with amusing results. Songs sung and played around with by Fay include "Stairway To The Stars," "Blue Room," and "They Can't Take That Away From Me." Excellent novelty item.



**"THEY'RE PLAYING OUR SONG"**—Billy Butterfield And His Orchestra—RCA Victor LMP-1441 (1-12" LP)

Famed trumpeter Billy Butterfield, and the ork he organized in 1951 are spotlighted in 12 swing tuned sessions reflecting his swing-era experience. "Our Song" includes a number of tasteful standbys as "Time On My Hands," "Stormy Weather," and "It's All Right With Me." Dottie Smith (Mrs. Butterfield) nicely handles a couple of songs ("My Ideal," and "It's All Right With Me") on vocal. Excellent band arrangements.



**"THE BEST OF THE LOT"**—Featuring The Cha Cha Rhythm Boys—Fiesta FLP 1220 (1-12" LP)

The current prominence of the cha cha beat on dance floors will keep this Fiesta entry moving smoothly on the Latin shelf. A clean-sounding, closely knit combo, the Cha Cha Rhythm Boys supply twelve cha cha transcriptions on a bill of Latin melodies ("Frenesi," "Perfidia," "Un Sueno"). Cha cha platter with extra dance-floor appeal.



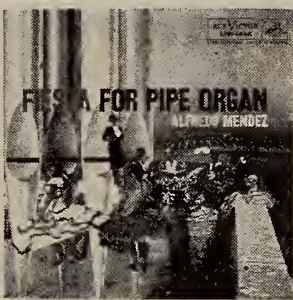
**"THE MODERN MINSTREL"**—Keefe Brasselle—RKO Unique ULP-126 (1-12" LP)

The enthusiasm with which actor-singer Brasselle has seemingly approached this project is exuberantly conveyed to the listener. Brasselle has taken 15 dependable vaudeville oldies ("Makin' Whoopee," "If You Knew Susie," "It All Depends On You"), and has given them a modern beat while retaining the nostalgic value of the bill. Fine ork support. A happy effort many will greatly enjoy.



**"CUBAN JAM SESSION"**—Julio Gutierrez—Panart CLP 8000 (1-12" LP)

The disk, cut in Havana, Cuba, features 6 extended bands that interestingly develop typical Latin rhythms (mambo, chacha, etc.) into a jazz-like atmosphere without really losing touch with basic Latin rhythms. Heading the twelve men outfit is pianist Julio Gutierrez. Set will certainly appeal to the Latin enthusiast, and may bring in some from the jazz crowd.



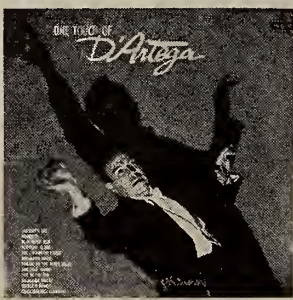
**"FIESTA FOR PIPE ORGAN"**—Alfredo Mendez—With Rhythm Accompaniment—RCA Victor LPM-1444 (1-12" LP)

The pipe organ has rarely had the work-out it skillfully receives here from Alfredo Mendez. With a Latin musical setting, Mendez is rhythmically aglow as he puts the instrument through its colorful cha cha-merengue-bolero, etc. paces on a program of Latin favorites ("Magic Is The Moonlight," "Adios Muchachos," and "Cherry Pink And Apple Blossom White"). Excellent Latin offering.



**"STRINGIN' THE STANDARDS"**—Gene Bianco And His Group—Camden CAL-366 (1-12" LP)

Camden offers in one of its special monthly issues (four-color package and liner notes) deft sessions on the harp by Gene Bianco. Though most of the material is justly presented in a ballad or light swinging style ("My Funny Valentine," "Embraceable You,"), two opportunities for driving work are not wasted: "Fascinating Rhythm," and "Limehouse Blues." Four of the melodies are played with fine guitar backing by Mundell Lowe, others solo or with quartet backing. First-rate harp artistry.



**"ONE TOUCH OF D'ARTEGA"**—D'Artega And His Orchestra—MGM E 3550 (1-12" LP)

This is D'Artega's second package for MGM, and as the first relies on rich and varied D'Artega arrangements set to rarely heard selections admirably suited to mood disks. It is a waxing where instruments individually, and collectively, are put through interesting, and witty paces. Inventive, classy orchestral treats.



**"RELAX WITH LARRY FERRARI"**—Larry Ferrari, Hammond Organ—RCA Victor LPM-1496 (1-12" LP)

The disk, with its addition of a "Harp-Celesta" to the Hammond Organ, adds more versatile arrangements to organ work, and with talented Larry Ferrari on the instruments, the disk is a stand out among other mood organ entries. Ferrari uses the new device to augment the melody instead of cluttering it. Songs are excellent: "Blue Moon," "In The Still Of The Night," "This Nearly Was Mine," "Star Dust." Fine mood sessions.



# Album Reviews



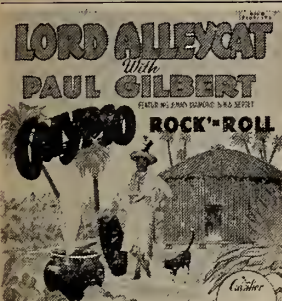
**"SOUR KRAUT IN HI-FI"**—Gukenheimer Sour Kraut Band—ROA Victor LPM-1453 (1-12" LP)

This is one of the most amusing entries serving the interests of hi-fi. The band, composed of San Francisco businessmen, (whose names are given a Teutonic touch in the liner notes) is notorious in its wrong-note performances, instrumentally hilarious in its determined desire to play in such a manner. Cartoon cover is a work of George ("Grin And Bear It") Lichty (drummer Hugo Schmid in the band). Material includes polkas, waltzes, etc. Delightful hi-fi fun.



**"MARK LAUB ON THE LOWREY ORGAN"**—Golden Crest CR 3022 (1-12" LP)

A freshness and variety of approach on the electric organ by Mark Laub will give organ enthusiasts a delightful hi-fi experience. Laub is completely at home with the instrument, allowing it its fullest grab-bag of expressions in recreating orchestral sounds. Numbers on hand include "Holiday For Strings," "My Shining Hour," and "Gypsy In My Soul." Inviting organ fun.



**"LORD ALLEYCAT"**—Jimmy Diamond And His Septet-Cavalier CVLP 6006 (1-12" LP)

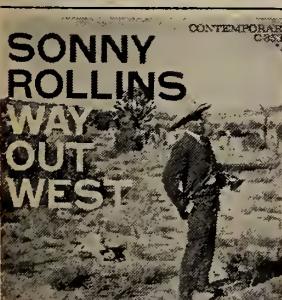
"Lord Alleycat" is Paul Gilbert, a versatile performer who on this Cavalier pressing sings a bill of 10 of his calypso items (there are two pieces from other writers) with good rhythmic color. Backed by a calypso-sounding septet, Gilbert sings such topical creations as "\$64,000 Question," "Do It Yourself Calypso," and "Flying Saucer." Entertaining calypso performances.



## JAZZ

**"HAMP'S BIG FOUR"**—Lionel Hampton, Vibraphone—Ray Brown, Bass—Buddy Rich, Drums—Verve MGV-8117 (1-12" LP)

The quartet, rich in talent, and experience, is happily in one of those situations where each member of the crew contributes his all to the final product: a package of delightfully fluent and irrepressible swing pressings. The listener can take any of the five sessions to prove these boys are at their best. Expressive work on "Midnight Sun" adds a ballad approach to the uptempo play. Extremely worthwhile jazz waxing.



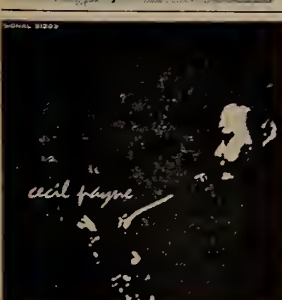
**"WAY OUT WEST"**—Sonny Rollins, Tenor Sax, Ray Brown, Bass—Shelly Manne, Drums—Contemporary C 3530 (1-12" LP)

Rollins effectively leads the way on this Contemporary issue featuring the tenor sax artist, and his two able companions, Shelly Manne (drums); and Ray Brown (bass). Though there are several successful attempts in keeping with the set's title (approximating a horse's gait on "Wagon Wheels," "I'm An Old Cowhand"), the pressing is essentially a smart series of intimate swing takes, with Rollins giving out with sparkle, and sensitivity. Fine jazz artistry.



**"BOURBON STREET"**—Bob Scobey With Lizzie Miles—Verve MGV-1009 (1-12" LP)

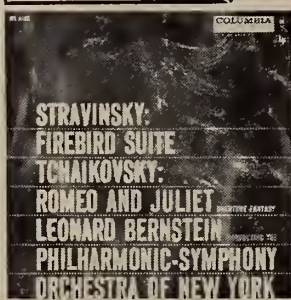
As an entry in Verve's new "Down Home" series of disks devoted to a diet of Dixieland, and blues styled sessions, this one by Bob Scobey, his band, and famed New Orleans' vocal stylist, Lizzie Miles is a winner. The waxing is loaded with vitality, and skill in both instrumental and vocal departments. Miss Miles classically belts such goodies as "Baby, Won't You Please Come Home," "Ain't Misbehavin'," and "When You're Smilin'," plus three others. Excellent member of the Verve series.



**"CECIL PAYNE"**—Cecil Payne, Baritone Sax—Signal S 1203 (1-12" LP)

Signal has thrown the jazz spotlight on Cecil Payne for the first time on disks, varying the combo from a quartet to quintet. It also puts to the test Payne's swinging and ballad style on baritone sax. The artist hits the mark with this foundation, notably performing with vitality, and warmth. Personnel include Art Taylor (drums); Kenny Dorham (trumpet) and Duke Jordan (piano). Evergreen and original material. Jazz disk with stature.

## CLASSICAL



**STRAVINSKY: "Firebird Suite"**—TCHAIKOVSKY: Romeo And Juliet Overture-Fantasy—Leonard Bernstein Conducting The Philharmonic-Symphony Orchestra Of New York—Columbia ML 5182 (1-12" LP)

This is a Columbia Masterworks Buy Of The Month for July. (\$2.98 tag). Bernstein and Philharmonic-Symphony of New York perform the famed, intriguing Stravinsky "Firebird Suite" and lyrical Tchaikovsky staple, "Romeo And Juliet Overture-Fantasy," and both conductor and orchestra are in expert form. Notable sound. A commanding classical presentation.



**BRAHMS: Symphony No. 1**—Boston Symphony—Charles Munch, Conductor—RCA Victor LM-2097 (1-12" LP)

A version of Brahms' first symphony that will offer dealers a sturdy classical seller is available with this persuasive rendition by the Boston Symphony, masterly directed by Charles Munch. The opus is a brilliant creation of drama, tenderness, and sensitivity, qualities wonderfully offered by the craftsmanship of the distinguished orchestra. Excellent sound. A classical disk gem.



**MENDELSSOHN: Sonata In D**—RICHARD STRAUSS: Sonata In F Major—Andre Navarra, Cello—Ernest Lush, Piano—Capitol P 18045 (1-12" LP)

Cellist Andre Navarra (a frequent Capitol performer), assisted by pianist Ernest Lush, offers two outstanding performances of the sonatas, which for a feeling of contentment, and melodic appeal are hard to match in their area of chamber works. Navarra's musicianship commands beauty of tone, and sensitivity. Fine sound. Readings of the pieces sure to please classical traffic.



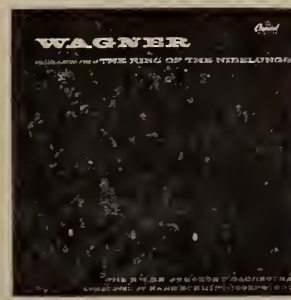
**"FIESTA IN HI-FI"**—McBride: "Mexican Rhapsody"—Nelson: "Savannah River Holiday"—Mitchell: "Kentucky Mountain Portraits"—Vardell: "Joe Clark Steps Out"—Eastman-Rochester Symphony Orchestra—Howard Hanson Conducting—Mercury MG 50134 (1-12" LP)

Give the Eastman-Rochester Symphony Orchestra works with lots of orchestral spunk, and watch it go! Four such compositions dependent for their thematic material mostly on folk tunes are performed with full hi-fi force by the orchestra conducted by Howard Hanson. Abundant orchestral merriment superbly read. Vivid, hi-fi treat.



**HAYDN: Concerto For Harpsichord And Orchestra**—BACH: Concerto In D Minor For Harpsichord And Orchestra—Sylvia Marlowe, Harpsichord And Conducting The Concert Arts Chamber Orchestra—Capitol P 8375 (1-12" LP)

Miss Marlowe who has recorded various works for the harpsichord for Capitol adds to the collection brilliant performances on two harpsichord concertos, Haydn's "Concerto In D Major," and Bach's "Concerto In D Minor." The amazing inventive skill that was written into the works is brought out with virtuoso readings by the artist. Excellent support by the Concert Arts Chamber Orchestra. Beautiful sound. Two classical treasures.



**WAGNER: Highlights From The Ring Of The Nibelungs**—The N.W.D.R. Symphony Orchestra By Hans Schmidt-Isserstedt—Capitol P 18047 (1-12" LP)

The disk contains six selections from the four operas that make up Wagner's "The Ring Of The Nibelungs." Such famous orchestral sections as the "Ride Of The Valkyries," from "Die Walkure," "Siegfried's Rhine Journey" from "Die Gotterdammerung," and "Forest Murmurs" from "Siegfried" reveal Wagner's symphonic nature and vivid descriptive skill. Dramatic performances by the N.W.D.R. Symphony Orchestra under Hans Schmidt-Isserstedt's direction. Excellent Wagner waxing.







# Sure Shots

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are either already beginning to sell in quantity or else give every sign of doing so.

## "LOVE ME TO PIECES"

Jill Corey ..... Columbia 40955

## "THAT'LL BE THE DAY"

The Crickets ..... Brunswick 55009

## "SWINGING SWEETHEARTS"

**The Cash Box Best Bets** 7/6

Ron Goodwin ..... Capitol 3748

## "JUNE NIGHT"

**The Cash Box Disk of the Week** 7/27

Jimmy Dorsey ..... Fraternity 777

## "HONEYCOMB"

**The Cash Box Sleeper of the Week** 7/27

Jimmie Rodgers ..... Roulette 4015

## "WHAT WILL I TELL MY HEART" "WHEN I SEE YOU"

**The Cash Box Disk of the Week** 7/27

Fats Domino ..... Imperial 5454

## "MR. LEE"

The Bobbettes ..... Atlantic 1144

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## London Ups LP Prices

NEW YORK—Lee Hartstone of London Records announced last week that the label is raising its prices on certain packages from \$3.98 to \$4.98 due to increased recording and overhead costs. Effective October 1, a special list of albums will be advertised nationally at \$4.98 as part of a new London 5000 Series. (This list may be obtained from local distributors).

Present supplies of the records included in this list are available on a first-come, first-served basis at no increase in prices. The preparation of the new series may cause certain delays in the availability of certain items on the 5000 series, Hartstone advises.

Conversion tables, showing old and new catalog number, will be available for the next six months.

## Parsons Elected V. P. of Victor Distributing Corp.

CHICAGO, ILL.—Election of C. F. Parsons as Vice President, Sales, RCA Victor Distributing Corp., was announced last week by Walter M. Norton, President.

Parsons will be responsible for the administration and coordination of all sales activities of the RCA Victor Distributing Corp., with branches at Buffalo, Detroit, Chicago, Davenport, Kansas City, Wichita and Los Angeles. He will have his headquarters located at the Chicago office in the Merchandise Mart.

Parsons joined the Distributing Corp., on July 10 of this year as Director of Sales. Previously he served as Vice President and General Manager of the Chicago branch of the Zenith Radio Distributing Corporation since 1949.

## Dellheim Named M. D.

NEW YORK—Peter Dellheim has been named Musical Director of the RCA Victor Custom Record Department, it was recently announced by Ben Selvin, Artists & Repertoire Manager of the department.

Dellheim's promotion from Recording Co-Ordinator will have him continuing his activities in connection with the RCA Camden line of records. Since its inception four years ago, Dellheim has supervised restoration of RCA Victor vault masters for use on the RCA Camden label. He also supervises live recording sessions for the label.

Dellheim joined RCA Victor in 1953, after four years at Decca Records.

## BMI Appointment

NEW YORK—Walter Ross, director of public information at BMI, has announced the appointment of G. G. Ross to the newly created post of press relations assistant at the music licensing organization, effective immediately. G. G. Ross was formerly senior script writer at BMI.

## Mills Returns From 7 Week European Trip

NEW YORK—The 1957 edition of Jack Mills' annual European business trip in search of new material and to meet with European representatives was "once again extremely successful", according to a statement made to the press by the Mills topper.

Mills met with music people in England, Paris, Rome, Milan, Venice, Dueseldorf, Cologne, Berlin and Hamburg.

One of the numbers picked up on the trip, one that Mills has high hopes for, is Hugo Alfven's "Swedish Polka"—an instrumental novelty by the composer of the successful U.S. hit "Swedish Rhapsody". He also signed up the standard catalog of Otto Kuhl, one of Cologne's leading publishers. He added a number of educational works to his vast catalogs and in the process of completing contracts with publishers in every city he visited for a wealth of continental material.

The seven week trek also resulted in an entirely new venture for Mills. While in London, he purchased the American rights to three cartoon books dealing with the music business. The books are designed to appeal to people in the music business and were created by Gerard Hoffnung. They have been big sellers in Europe.

Also while in England, Mills noted the great success of a Leroy Anderson instrumental "Forgotten Dreams" and is planning an all-out push of the song in the U.S. The tune has already been recorded here by Cyril Stapleton on London, and Decca released the Anderson version last week. Mills also mentioned that Anderson was in the process of writing a Broadway Show score.

The Mills exec also picked up a number of classical items including some archaic Italian compositions, a Puccini Mass and a Bellini Mass.

"This year's trip was most rewarding", said Mills.

## WFIL-TV "Bandstand" Goes Network

PHILADELPHIA, PA.—Disk jockey Dick Clark of WFIL-TV-Philadelphia is set to emcee "American Bandstand," the 90 minute, daytime music program to be presented Monday thru Friday from 3 to 4:30 over the ABC-TV network starting August 5th.

The show, which will be presented from Philadelphia, will have a teenage studio audience, and feature performers from the entertainment world.

## Jack Goldstein Dies

NEW YORK—Jack Goldstein, a salesman for Cosnat Distributors in Newark, N. J., died of a coronary thrombosis Wednesday, July 17th. He was 34 years old. Goldstein is survived by his wife, Mickey, and 18-month-old son Jay.

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# Columbia Launches New Low Price LP Label "Harmony"

## Debuts With 50 Album Catalogue

NEW YORK — Simultaneous with Columbia's Fall Program announcement (see other story) the major diskery last week launched a new



label called Harmony Records. The new label has been designed to compete with the lower-priced LP merchandise and makes its debut with 50-12" LP albums, all of which will retail for \$1.98 each. Harmony has been established to "serve as a source of promotional and impulse-purchase volume for chain stores, racks and aggressive dealers." The label will feature "name" performers, four color album covers and will be factory-sealed in a polyethylene bag, imprinted with price and trademark. The entire line is being offered on a 100% exchange basis. (Columbia will honor this exchange providing the poly-bag seal is unbroken.)

Since Harmony was established as an impulse line, a special browser rack has been designed for the stores. The browser is made of sturdy corrugated, is printed in three colors and displays the artist, music, price and package message prominently. It has a metal dividing rod for separating popular and classical merchandise.

The label is also making available colorful hanger displays, special fliers, co-op ads, etc.

Of the 50 twelve-inch harmony disks, three are newly recorded packages. These include "My Fair Lady" by the Harwyn Quartet; "Stan Freeman Plays 30 All Time Hits"; and "Piano Roll Party in Hi-Fi", a collection of old time tunes from the piano rolls of Jay Lawrence Cook.

The other albums in the release are:

"Teen Age Dance Party", Dan Terry; "Dance Date With Dick Jurgens"; "Dancing In The Dark", George Siravo, Hal McIntyre; "Hey, Tony!", Tony Pastor; "Juke Box Saturday Night", The Modernaires; "Cha-Cha-Cha", Pepe Luis; "Jerry Mazanec's Bohemian Polkas"; "Eddie Gronet's TV Polka Party"; "Mambo With Morales", Noro Morales; "Mambo Holiday", Machito; "Kay Kyser"; "The Great Recordings of Glen Gray and The Casa Loma Orchestra"; "Heart Of My Heart", Ted Steele and The Marlin Sisters; "Harpist's Holiday", Robert Maxwell; "Accordiana", Charles Magnante; "Ole! Flamenco"; "Cocktail Time", The Dell Trio; "In Old Vienna", Marek Weber; "Don Baker At The New York Paramount Theatre Organ"; "Song Of Hawaii", Lani McIntire; "Toujours Paris", Andre Toffel; "South African Folk Songs," Josef Marais and Miranda; "The Romantic Songs of Martha Lou Harp". "Peggy Lee Sings With Benny Goodman"; "Dinah Shore Sings Cole Porter and Richard Rodgers"; "Pure Delight", Danny Kaye; "Coming 'Round The Mountain", Dorothy Shay; "That Golden Chariot", The Golden Gate Quartet; "Sweethearts", Marion Marlowe, Frank Parker with Archie Bleyer; "Songs Of Erin", Kate Smith, Morton Downey; "Yours", Eddy Howard; "Herb Jeffries"; "The Music Of George Gershwin", Dinah Shore, Buddy Clark and others; "New Sounds By Pete Rugolo"; "Gene Norman Pre-

# Victor Artists To Star In Milwaukee Park Concert

NEW YORK—A "Pop Parade of Stars" featuring RCA Victor recording artists will be held August 6th in the Milwaukee Temple of Music in Washington Park, Milwaukee.

The concert, sponsored by the Milwaukee Journal and the County Park Commission, will star composer, orchestra leader, and RCA Victor Musical Director Hugo Winterhalter conducting the 68 piece "Music Under The Stars" orchestra of Milwaukee, singer Julius La Rosa, female vocalist Pat O'Day, Chet Atkins and the Rhythm Rockers, and the Lane Brothers Trio. There will be a civic reception for the artists the night before the concert.

Jack Burgess, Manager of RCA Victor single records department and Jack Dunn, Promotion Manager, will fly in from New York to attend. Also present will be Bud Booth and Myron King, midwest fieldmen. Handling the arrangements for RCA Victor in Milwaukee is Harold Rietz of Taylor Electric, RCA Victor distributor.

The non-profit show is being held in observance of the Park Commission's 50th anniversary and the Milwaukee Journal's 75th anniversary. All seats will be reserved and will cost 50 cents each. The ticket price and the program has been designed to appeal to teen-agers. In the past these concerts have mainly featured classical and semi-classical programs.

# Coral Re-pacts Brewer

NEW YORK—Bob Thiele, Director of Artists and Repertoire for Coral Records, has announced that vocal star Teresa Brewer has been signed to another long term pact with the company.

Miss Brewer, who first joined the label in 1952, has had many hits under the Coral banner. Several of her recordings have sold over a million copies, including "Till I Waltz Again With You" and "Ricochet."

Her latest Coral release is, "Tear-drops In My Heart," b/w "Lula Rock-A-Hula."

# Randy Starr On DJ Tour

NEW YORK—Singer Randy Starr left last week on a deejay tour on behalf of his latest Dale release, "A Dance, A Kiss And A Promise." Starr's itinerary will see him visit the platter spinners in Boston, Buffalo, Cleveland, Detroit, Chicago, Milwaukee, Kansas City, St. Louis, and Cincinnati. The performer did a similar stint on his last waxing, "After School," with good results.

sents an Art Tatum Concert"; "Bijou", Woody Herman; "A Salute To Fats", Ralph Sutton; "Metronome All-Stars"; "Bud Freeman and His All Star Jazz"; "Semper Fidelis", The Goldman Band; "Circus Music", Ringling Bros. & Barnum & Bailey's Band; "Hymns", Stuart Hamblen; "Square Dance", with calls Lawrence Loy, Wilbur Waite's Pokeberry Promenaders; "Bob Wills Special"; "Bob Hannon Sings For Children"; "Songs And Stories For Children", Ray Heather-ton; "Animal Song Parade".

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  3. Bye, Bye Baby (N. Brown)
  4. Send For Me (N. Cole)
  5. Is Your Love For Real (Midnighters)
  6. Searchin' (Coasters)
  7. Dance With Me (El Toros)
  8. Star Dust (B. Ward)
  9. Passing Strangers (Vaughan & Eckstine)
  10. Over The Mountain (Johnnie & Joe)

- AMERICAN AMUSEMENT CO.**  
Dallas, Texas
1. Searchin' (Coasters)
  2. So Rare (J. Dorsey)
  3. Young Blood (Coasters)
  4. Send For Me (N. Cole)
  5. Tears Of Joy (5 Royales)
  6. Valley Of Tears (Domino)
  7. Think (5 Royales)
  8. Farther Up The Road (B. B. Bland)
  9. Come Go With Me (Del-Vikings)
  10. Walking With Frankie (Sims)

- TRI-BORO RECORDS**  
Jamaica, N. Y.
1. It's True (Rogues)
  2. Long Lonely Nights (C. McPhatter)
  3. It Took A Long Time (Dodds)
  4. Bye, Bye Love (Everly's)
  5. What Can I Do (D. Elbert)
  6. Zoop (Charts)
  7. Searchin' (Coasters)
  8. So Strange (Jesters)
  9. Let The Four Winds Blow (R. Brown)
  10. Tonight, Tonight (Mellow-Kings)

- FAMOUS**  
Los Angeles, Calif.
1. Searchin' (Coasters)
  2. Short Fat Fannie (L. Williams)
  3. Arrow Of Love (Six Teens)
  4. Let The Four Winds Blow (R. Brown)
  5. Jenny, Jenny (L. Richard)
  6. Stand There Mountain (Planets)
  7. When I See You (Domino)
  8. Johnnie (Dubs)
  9. Darling It's Wonderful (Lovers)
  10. Star Dust (B. Ward)

- AL'S RECORD MART**  
Detroit, Mich.
1. Jenny, Jenny (L. Richard)
  2. Ding Dong (B. Doggett)
  3. Whole Lot Of Shakin' Going On (J. L. Lewis)
  4. Local 66 (C. Alaimo)
  5. Oh Baby Doll (C. Berry)
  6. Please Honey Don't Go (A. Laurie)
  7. Short Fat Fannie (Williams)
  8. It's You I Love (F. Domino)
  9. Teddy Bear (E. Presley)
  10. Wait For Me My Love (R. Miller)

- BARCELONA AM**  
New Orleans, La.
1. Rockin' Pneumonia (Smith)
  2. Short Fat Fannie (Williams)
  3. Searchin' (Coasters)
  4. Walkin With Frankie (Sims)
  5. The Sun Is Shining (J. Reed)
  6. When I Meet My Girl (T. Ridgely)
  7. Send For Me (N. Cole)
  8. Teddy Bear (E. Presley)
  9. When I Saw You (F. Domino)
  10. To The Aisle (Five Satins)

- HERBIE SLOTKIN**  
Philadelphia, Pa.
1. Star Dust (B. Ward)
  2. It's Not For Me To Say (J. Mathis)
  3. C. C. Rider (C. Willis)
  4. Searchin' (Coasters)
  5. Rockin' Pneumonia (Smith)
  6. Valley Of Tears (Domino)
  7. Jenny, Jenny (L. Richard)
  8. Joy Ride (D. Bagby)
  9. Send For Me (N. Cole)
  10. So Rare (J. Dorsey)

- BARNEY'S**  
Chicago, Ill.
1. Farther Up The Road (Bland)
  2. Bye, Bye Baby (N. Brown)
  3. Send For Me (N. Cole)
  4. It Hurts Me Too (E. James)
  5. Do You Mean It (I. Turner)
  6. Please Send Me Someone To Love (Moonglows)
  7. Please Believe Me (Mayfield)
  8. The Pleasure Is All Mine (Emerson)
  9. So Rare (J. Dorsey)
  10. Come Home Baby (Waters)

- SONG SHOP**  
Cincinnati, Ohio
1. Searchin' (Coasters)
  2. Short Fat Fannie (Williams)
  3. It's You I Love (F. Domino)
  4. Jenny, Jenny (L. Richard)
  5. C. C. Rider (C. Willis)
  6. To The Aisle (Five Satins)
  7. Lucille (L. Richard)
  8. With All My Heart (J. Sands)
  9. School Day (C. Berry)
  10. Those Brown Eyes (Tarriers)

**Doug Moody Joins Herald-Ember And Angel Music**

NEW YORK—Al Silver, President of Herald and Ember Records announced this week that he has appointed Doug. Moody to assist him with A&R duties, replacing Bob Rosen now associated with Gone Records. Moody's overall duties will include the contacting of distributors and disk jockeys, and assisting Silver with the promotion and administrative operation of the two labels. In addition to the Herald and Ember post, he also becomes the General Professional Manager of Angel Music, a BMI affiliate.

Moody's recording experience emanates from England, where he represented quite a few American Record Companies who contracted him to produce recordings.

In order to devote himself exclusively to the Herald and Ember organization, Moody has divested himself of his holdings in the Dorchester Music Company and terminates his associations with the Kassner, Schaeffer and Piccadilly Pubberies. Moody joins the organization at a time when both labels are currently hitting with "To The Aisle" by the Five Satins on Ember, and "To Night, To Night" by the Mello Kings on Herald.

**Birthday Show For Vivian Carter**

GARY, IND.—A gala birthday show was held at the Memorial Auditorium, Gary, Ind., to celebrate deejay Vivian Carter's 8th year with WWCA, same city, 7/29.

Vivian is the wife of Jimmy Bracken, president of the very successful Vee-Jay Record Co.

Performing at the show were many of the prominent names in the music business including Ruth Brown, Paul Williams' Ork, Al Smith's Ork, the Spaniels, Dale Hawkins, the Dells, Magic Sam, Dee Clark, Lillian Offitt, Jerry Ross, Billy "The Kid" Emerson, Pee Wee Crayton, and many others.

**A POWERHOUSE!**  
**EVERYBODY HAS A FOOL**  
b/w  
**Fun On Saturday Nite**  
**WILLIE HEADEN**  
#417  
**DOOTO RECORDS**  
9512 S. CENTRAL AVENUE  
LOS ANGELES 2 CALIFORNIA



**R & B**  
**Disk Jockey**  
REGIONAL RECORD REPORTS

- Dennis Bruton**  
KRAY—Amarillo, Texas
1. Teddy Bear (E. Presley)
  2. Over The Mountain (Johnnie & Joe)
  3. Jenny, Jenny (L. Richard)
  4. Send For Me (N. Cole)
  5. Goody Goody (Lyman & Teenagers)
  6. Cool Shake (Del-Vikings)
  7. Whole Lot Of Shakin' Going On (J. L. Lewis)
  8. Valley Of Tears (F. Domino)
  9. Short Fat Fannie (Williams)
  10. Searchin' (Coasters)

- Dick Dean**  
WKTQ—Norway-Paris, Me.
1. Oh Baby Doll (C. Berry)
  2. Jenny, Jenny (L. Richard)
  3. One More Time (R. Brown)
  4. Teddy Bear (E. Presley)
  5. Searchin' (Coasters)
  6. Long Lonely Nights (C. McPhatter)
  7. Whispering Bells (Del-Vikings)
  8. Teenager's Romance (Nelson)
  9. Goody Goody (Lyman & Teenagers)
  10. Cool Shake (Del-Vikings)

- Doug Drown**  
WTWN—St. Johnsbury, Vt.
1. Searchin' (Coasters)
  2. Suzie-Q (D. Hawkins)
  3. To The Aisle (Five Satins)
  4. Whole Lot Of Shakin' Going On (J. L. Lewis)
  5. Whispering Bells (Del-Vikings)
  6. Short Fat Fannie (Williams)
  7. Real Gone Guy (S. Austin)
  8. Cool Shake (Del-Vikings)
  9. C. C. Rider (C. Willis)
  10. Valley Of Tears (F. Domino)

- Joe Brannon, Jr.**  
WEYE—Sanford, N. C.
1. Teddy Bear (E. Presley)
  2. Searchin' (Coasters)
  3. Short Fat Fannie (Williams)
  4. It's You I Love (F. Domino)
  5. Oh Baby Doll (C. Berry)
  6. Whole Lot Of Shakin' Going On (J. L. Lewis)
  7. Send For Me (N. Cole)
  8. All Shook Up (E. Presley)
  9. Bye, Bye Love (Everly's)
  10. Jenny, Jenny (L. Richard)

- Bill (Joy Boy) Jackson**  
KOKY—Little Rock, Ark.
1. Searchin' (Coasters)
  2. Farther Up The Road (B. B. Bland)
  3. Short Fat Fannie (Williams)
  4. C. C. Rider (C. Willis)
  5. Send For Me (N. Cole)
  6. So Young (Clovers)
  7. So Rare (J. Dorsey)
  8. Valley Of Tears (F. Domino)
  9. Jenny, Jenny (L. Richard)
  10. To The Aisle (Five Satins)

- Terry Speights**  
WBKH—Hattiesburg, Miss.
1. Searchin' (Coasters)
  2. Jenny, Jenny (L. Richard)
  3. Cherry Jive Bombers
  4. Valley Of Tears (F. Domino)
  5. Arrow Of Love (Six Teens)
  6. Rough Lover (A. Allen)
  7. Cool Shake (Del-Vikings)
  8. Goin' To Jump And Shout (S. Lewis)
  9. Crazy Afternoon (Johnson)
  10. Short Fat Fannie (Williams)

- E. A. "Kuzzin's"**  
Kershaw  
WTNT—Tallahassee, Fla.
1. C. C. Rider (C. Willis)
  2. So Rare (J. Dorsey)
  3. Just To Hold My Hand (C. McPhatter)
  4. Bye, Bye Love (Everly's)
  5. Send For Me (N. Cole)
  6. Valley Of Tears (F. Domino)
  7. Mr. Lee (Bobbettes)
  8. Searchin' (Coasters)
  9. Sleep In My Own Tears (Brooks & Brown)
  10. Long Lonely Nights (C. McPhatter)

- Mic Roberts**  
KAIR—Tucson, Ariz.
1. Teddy Bear (E. Presley)
  2. Young Blood (Coasters)
  3. Whispering Bells (Del-Vikings)
  4. Over The Mountain (Johnnie & Joe)
  5. Jenny, Jenny (L. Richard)
  6. Searchin' (Coasters)
  7. Short Fat Fannie (Williams)
  8. Cool Shake (Del-Vikings)
  9. Teenage Queen (J. Dee)
  10. Miss Ann (L. Richard)

- Tom Jackson**  
WKAB—Mobile, Ala.
1. Short Fat Fannie (Williams)
  2. It's All Right (R. Charles)
  3. To The Aisle (Five Satins)
  4. On My Mind Again (Beard)
  5. Searchin' (Coasters)
  6. C. C. Rider (C. Willis)
  7. Valley Of Tears (F. Domino)
  8. Send For Me (N. Cole)
  9. Rockin' Pneumonia (Smith)
  10. Star Dust (B. Ward)

HEADED FOR THE TOP OF ALL CHARTS  
DON'T MISS OUT ON THIS HIT  
**"DESERIE"**  
and  
**"ZOO"**  
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From the JUNE 13, 1957 ISSUE Of  
**The Cash Box**  
**R & B Best Bets**  
**"DREAM BOY"**  
★ **DICKIE LEE** ★  
TAMPA RECORD #131  
**BUSTING ALL CHARTS!**  
"THE ORIGINAL"  
**TAMPA RECORDS, INC.**  
1314 S. HOWARD ST., PHILADELPHIA, PA.  
1107 N. EL CENTRO, HOLLYWOOD, CALIF.



# R & B

## Ramblings

### NEW YORK:

A couple of job shifts took place this week. Bob Rosen left his Herald job to take a desk at Gone Records. Bob had been with Herald for several years—his preceding experience being with an ad agency, Seeco Records, and Charles Hansen. Bob also manages the new Gone group, The Tunedrops. Taking his place at Herald is Doug Moody, whose recording experience emanates from England, where he represented several American record companies in a & r capacity. Doug has acquired a reputation for his understanding of jazz, new sounds, and many new artists who made their first recordings with him have subsequently been pacted to major record companies. In order to devote himself exclusively to the Herald and Ember organization, Moody has divested himself of his holdings in the Dorchester Music Company and terminates his associations with the Kassner, Schaeffer and Piccadilly puberies. His duties will include contacting distributors and deejays, generally assist Silver with a & r duties, promotion and administrative operation of the two labels. He also becomes the General Professional Manager of Angel Music, a BMI affiliate. Moody joins the firm when both labels are hitting with "To The Aisle" by The Five Satins, Ember; "Tonight Tonight" by the Mello Kings, Herald; and "When I Meet My Girl", Tommy Ridgley Herald. Rosen moves into the Goldner setup with two items showing effectively—"Don't Ask Me To Be Lonely" by The Dubs, and Malcolm Dodds and The Tunedrops' "It Took A Long Time" on End. . . . News from Peacock and Duke advises that Little Junior Parker's "Next Time You See Me" looks like a perennial hit. Joe Scott, a&r chief, all smiles after some "slam bang" sessions with Paul Perryman and Big Walter. Peacock also advises that The Gospelaires, whose "Just Faith" and "Sit Down Children" are doing very well, through Houston enroute to Texas City and Austin. . . . Al Silver, Herald, discloses that he plans several releases soon. On Ember, forthcoming, are Kenny Esquire and The Starlites with "Tears Are Just For Fools" and "Boom Chica Boom"; and The Marktones' "Hold Me Close" and "Talk It Over". On Herald Silver is issuing "A Fool Was I" and "Trouble On My Mind" by Al Savage. . . . Jerry Winston on the phone telling us that his "Can I Come Over Tonight" by The Velours on Onyx still building. "A tidy sale," says Jerry. He's also elated with the results of two recent sessions. He has two terrific sides by two new groups and plans their release soon. . . . Lou Sprung advises that new quarters at 157 W 57 Street being readied for August 1 occupancy. "Larger offices are what we have needed for a long time," says Lou, "and we will really be happy to get into them so we can stretch our legs." Glory, the label that came up with two big hits last year, "Cindy" and "Banana Boat" is currently building with Mamie & Roberts' "Ain't No Way In The World". Also, a new Vince Martin soon to be released. . . . Over at Atlantic Records they are planning a big LP release soon. Promise more on that in a week or two. The label is spinning now with "Mr. Lee" by the Bobettes and Lloyd Price "Chicken and The Bop" and "Lonely Chair." All four of the new releases, Chuck Willis, Lavern Baker, Ivory Joe Turner, and newcomer Pretty Boy have gotten a really good initial reaction and it looks like the launching of a strong selling spree. . . . Leon Rene visits the C.B. offices to talk up his new Class Record, "Beautiful Weekend" by his son Googie. Googie has a new Ford hardtop convertible and has more fun putting it up and down and watching the large crowds gather. . . . Herb Abramson, Atco, just loves that "Searchin'" by The Coasters. "It just won't stop selling," happily exclaims Herb. Atco's Bobby Darin "Million Dollar Baby" and "Talk To Me Something" also looks very much like it could take off in the same direction as "Searchin'". Abramson also tells us that Atco is readying an LP line to be announced soon. It will cover the r & r-pop and ultra-hi-fi markets. . . . Bill Kaslin, Hull Records, filling in for Bea, who's home spreading ointment on poison sumac picked up in the country last week-end. Bill optimistic about his "You're My Prescription", Joan and Joy, which did just fine in New York. Charley Merenstein, Apollo Records, finds the action really stimulating as phones and wires pour in on his "Bermuda Shorts" by The Delroys and "Juicy Crocodile" by The Cellos. Merenstein asks all deejays who would like to run a "Bermuda Shorts" contest to drop him a line.

### CHICAGO:

Looks like a big summer for the boys over at Chess/Checker/Argo with three new releases by Muddy Waters, "C'mon Baby", Howlin' Wolf, "Somebody In My Home", and Little Walter, "Temperature." High on the charts for Chess and giving both Len and Phil promising action is Lee Andrews', original, "Long Lonely Nights". Len Chess arrived back in Chi from fishing trip up Kenora, Ontario, Canada way to find Chuck Berry's "Oh Baby Doll", "Please Send Me Someone To Love" by The Moonglows and "Suzie Q" by Dale Hawkins still up in the clouds. . . . Al "Big Boy" Jefferson reports his WOOK, Washington DC, R&B show is getting lottsa nice listener reaction since he moved into the window of Waxie Maxie's Music Co. . . . Cambria and Hy Frumkin, Frumkin Distribs, combining efforts on Gino Telli's new rocker, "Thousand Lies". Frumkin advises this could be a big one for the indie. . . . Oscar Peterson's "Soft Sands" making like a hit in these parts. . . . Shaw has

signed Cobra's Magic Sam to an exclusive contract and immediately booked the youngster to a series of southern one-niters in August. . . . Vic Faraci says deejay response to Vik's "Come On Be Nice" by Brook Benton has been "fantastic". Popping at M.S. Distribs is Googie Rene's Classeroo, still hot off the presses, "Beautiful Weekend." Faraci claims it's heading both pop and R&B. . . . Randy Star due in Chi for promotion of his newie, "Double Date" on Dale. . . . Myron Schulz says things are looking way up around Garmisa Distribs with news that Lenny Garmisa will be discharged from Michael Reese Hospital most any day. Lenny will be happy to learn that ABC Par has a smash in Paul Anka's "Diana" and a promising hit in "Black Slacks" by The Sparkletones. Also big for the House of Garmisa is Josie's newie by The Cadillacs, "My Girl Friend". . . . Martha Davis and Spouse added their teenage son to Mr. Kelly's act and now bill themselves (laughingly) Martha Davis and Spouse and Spice. . . . Gerry Grainger all but shouted, into the phone, news about Lloyd Price's KRC (Price's own label) sockeroo, "Lonely Chair" and Lazy Lester's Excello swinger, "Just Call Me Lazy". Says Mike Oury, "Lester's anything but lazy on this one". . . . Stan Pat running, but like a wild man, with Jimmy Bowen's new release, "Don't Tell Me Your Troubles". Stan says this could be called the "Bar Tender's Lament". . . . George and Ernie Leaner in and out of Gotham for Epic fall plan confab. Mel London took a few minutes to point out the adding of Ebb to United's long line of hit labels. Newest Ebb opus is Tony Harris' "Chicken, Baby, Chicken". Way up in the number one spot on United's sales chart is Ace's "Rockin' Pneumonia and The Boogie Woogie Flu" plus Atco's "Searchin'" by who else, The Coasters. . . . Hear that Jack Weiner will engineer The Coaster's next session at his newly opened Sheldon studios. . . . Nappy Brown knocking on the door with "Bye Bye Baby". Looks like another swinging hit for Herman Lubinsky's Savoy. . . . Mentioned before that Len Chess was up Canada way, fishing. Made the trip with Harry Goodman and Maxie Silverman. . . . Congrats to Vivian Carter (Jimmy Bracken's, Vee-Jay, lovely wife) on eight years with WWCA, Gary. . . . Reports from King's Ralph Bass and Herb Kole advise Tiny Topsy's initial release, "Aw Shucks", is a programming must for all ops and deejays. "Orders are pouring in and deejays love the tune", Bass offered. "Could break wide open", Kole added. Another promising disk to watch from King is "Think" by The Five Royals. . . . Vee-Jay's A&R exec, Cal Carter, running like wild from top heavy session schedule this week with The Spaniels, John Lee Hooker and Pee Wee Crayton. . . . Brunswick starting to rumble with potential R&B chart buster by The Crickets, "That'll Be The Day". . . . Dizzy Gillespie found lottsa fans waiting, eagerly, for old "Crooked Horn's" 7/24 opening at The Blue Note. . . . Bill Doggett drew capacity houses, two nights, at Crown Propellor this past week. Gig was set months ago. . . . At the past NAMM convensh, Vee-Jay's Abner was caught showing his most prized possession, a dub of newly acquired artist, Larry Birdsong, who Ab picked up in Nashville and rushed to New Orleans where Birdsong recorded "what one and all feel is a smash hit". . . . The Chess/Checker spies have been busy, busy in the master buying department. The diskery has picked up five in the past month. . . . Roberts Show Club presenting Australian Jazz Quintet and Lurlian Hunter in wake of verra successful date, last week, by Joe Turner. Turner was booked back for October gig. . . . Ralph Bass hosted a reportedly successful cocktail party with Lorez Alexandria as guest of honor. Lorez' King LP, "This Is Lorez" is enjoying great prominence in this area presently. . . . Mel London, Chief pres, advises that Elmore James' "It Hurts Me Too" is still way up on the hit list. . . . All over at Vee-Jay are rubbing their eyes in disbelief and happy amazement at the recent turn toward pop Jimmy Reed's "The Sun Is Shining" has taken. Abner was all set to release a new Reed deck when "Shining" took a cue from The Spaniel's "Everyone's Laughing" and went pop. . . . Talked to Harold Burrage and he's all het up over his newie, "Stop For The Red Light". "Wee" Willie Dixon wrote the tune and backed the Cobra session. Eli Toscano figures this to be even bigger than Burrage's "Messed Up". . . . Don't remember who it was who told us this, but someone has a dietetic record out now. Its titled "No Cal-yppo".

### LOS ANGELES:

Class Records has the biggest hit in the history of the company breaking in Googie Rene's new release "Beautiful Weekend". Disk is busting wide open in several markets across the country, and Leon Rene has received substantial offers from majors who want to purchase the master. Rene says the record will remain on his Class label which he intends to keep building. . . . Carl Petersen of Universal Attractions has booked a West Coast tour for James Brown and The Famous Flames of "Please, Please, Please" fame. . . . Flip Records releasing a new one by Richard Berry and The Pharaohs called "No Kissin' and A-Huggin'" to follow their successful waxing of "Louie, Louie". . . . Big T. Tyler, new artist on the Aladdin label, broke it up at Rocky's in Burbank over the weekend with his rendition of his first Aladdin release, "Sadie Green". . . . New west coast label, Starla Records bows with a Sonny Knight waxing of "Dedicated to You". Milt Wiess of Milton Phono Records, Inc. is handling distribution for the new company, and says that it looks like their first one will be a hit. Sonny, will be the featured entertainer at Art LaBoe's show and dance in Costa Mesa. . . . Buck Ram reports from Beunos Aires that The Platters are breaking all existing records in the Opera House at that South American city. . . . The Colts now playing the main room at the El Cortez Hotel in Las Vegas have been booked by Mike Kasino for a ten day tour of the Hawaiian Islands. . . . Charlie Reynolds believes that the new Gus Jenkins record of "Payday Shuffle" will be the biggest one yet for his Flash Records label. . . . Sand Records entering the rhythm and blues field with a first release by actress Ruby Dandridge. Record is also Miss Dandridge's recording debut and features her singing "Hot Tamale Blues" and "I Gotta Have My Lovin'".



# Territorial Tips

The Cash Box "Territorial Tips" chart highlights Rhythm and Blues records showing regional action, which have not yet appeared in the national top 20.

(Listed Alphabetically)

**ALL YOUR LOVE**  
Magic Sam (Cobra 5013)

**ARROW OF LOVE**  
Six Teens (Flip 322)

**AIN'T NO WAY IN THE WORLD**  
Maymie & Robert (Glory 260)

**BABY**  
Avons (Hull 722)

**BERMUDA SHORTS**  
Jelroys (Apollo 514)

**BYE BYE BABY**  
Nappy Brown (Savoy 1514)

**CAN I COME OVER TONIGHT**  
Velours (Onyx 512)

**CHERRY**  
Palmer & Jive Bombers (Savoy 1515)

**CHICKEN BABY CHICKEN**  
Tony Harris (Ebb 104)

**\*COME HOME BABY**  
Muddy Waters (Chess 1667)

**COOL SHAKE**  
Del-Vikings (Mercury 71132)

**DANCE WITH ME**  
El Torros (Duke 175)

**DARLING IT'S WONDERFUL**  
Lovers (Lamp 2005)

**DESERIE**  
ZOO  
Charts (Everlast 5001)

**DIANA**  
Paul Anka (ABC-Paramount 9381)

**DIANE**  
Bo Rhambo (Cash 452)

**DO YOU MEAN IT**  
Ike Turner (Federal 12297)

**DON'T ASK ME TO BE LONELY**  
Dubs (Gone 5002)

**DREAM BOY**  
Dickie Lee (Tampa 131)

**EVERYBODY'S SOMEBODY'S FOOL**  
Heartbeats (Rama 231)

**FARTHER UP THE ROAD**  
Bobby Blue Bland (Duke 170)

**FATTENING FROGS FOR SNAKES**  
Sonny Boy Williamson (Checker 864)

**GET ON THE RIGHT TRACK BABY**  
Ray Charles (Atlantic 1143)

**HEAR MY PLEA**  
Donnie Elbert (DeLuxe 6125)

**IF I THOUGHT YOU NEEDED ME**  
Little Willie John (King 5066)

**I'M GONNA SIT RIGHT DOWN  
AND WRITE MYSELF A LETTER**  
Billy Williams (Coral 61830)

**I'M GRATEFUL**  
Roy M. Hon (King 5035)

**I'M SO EXCITED**  
John Lee Hooker (Vee-Jay 245)

**IN THE DOORWAY CRYING**  
Midnighters (Federal 12293)

**I SMELL TROUBLE**  
Bobby Blue Bland (Duke 167)

**IS YOUR LOVE FOR REAL**  
Midnighters (Federal 12299)

**IT MUST BE YOU**  
Annie Laurie (DeLuxe 6135)

**IT'S NOT FOR ME TO SAY**  
Johnny Mathis (Columbia 40851)

**IT TOOK A LONG TIME**  
Malcolm Dods & Tunedrops (End 1000)

**I WANT TO GET MARRIED**  
B. B. King (RPM 492)

**JOHNNY'S HOUSE PARTY**  
John Heartsman & Gaylarks (Music City 807)  
Jimmy Beasley (Modern 1021)

\* Indicates first appearance on Territorial Tips

**LET THE FOUR WINDS BLOW**  
Roy Brown (Imperial 5439)

**LOUIE LOUIE**  
Richard Berry & Pharohs (Flip 321)

**LOVE LETTERS IN THE SAND**  
Pat Boone (Dot 15570)

**LOVE ROLLER COASTER**  
Joe Turner (Atlantic 1146)

**MESSED UP**  
Harrold Burrage (Cobra 5012)

**MISERY**  
Prof. Longhair (Ebb 106)

**MISS YOU SO**  
Lillian Offitt (Excello 2104)

**MR. LEE**  
Bobbettes (Atlantic 1144)

**OH BABY DOLL**  
Chuck Berry (Chess 1664)

**PASSING STRANGERS**  
Vaughan & Eckstine (Mercury 71122)

**PLEASE BELIEVE ME**  
Percy Mayfield (Specialty 607)

**QUIT MY BABY**  
**BE CAREFUL WITH A FOOL**  
B. B. King (RPM 494)

**RANG TANG DING DONG**  
Cello (Apollo 510)

**RUN, RUN, LITTLE JOE**  
Gladiolas (Excello 2110)

**SICK AND TIRED**  
Chris Kenner (Imperial 5448)

**SIDE TRACK**  
Googie Rene (Class 208)

**\*SILVER BRACELET**  
Ray Stevens (Prep 108)

**SOMEBODY'S BEEN  
ROCKIN' MY BABY**  
Rod Willis (Chic 1010)

**STAND THERE MOUNTAIN**  
Planets & Vince Howard (Era 1038)

**TEARS OF JOY**  
"S" Royales (King 5032)

**\*THAT'LL BE THE DAY**  
Crickets (Brunswick 55009)

**THAT OLD FEELING**  
Roy Hamilton (Epic 9224)

**THINK**  
**\*I BETTER MAKE A MOVE**  
"S" Royales (King 5053)

**\*TONIGHT TONIGHT**  
Mello-Kings (Herald 502)

**TO THE AISLE**  
Five Satins (Ember 1019)

**UNITED**  
Otis Williams (DeLuxe 6138)  
Love Notes (Holiday 2605)

**WALKIN' WITH FRANKIE**  
Frankie Lee Sims (Ace)

**WHAT DO YOU KNOW ABOUT LOVE**  
Wynona Carr (Specialty 600)

**WHEN I MEET MY GIRL**  
Tommy Ridgley (Herald 501)

**WHEN I SEE YOU**  
**\*WHAT WILL I TELL MY HEART**  
Fats Domino (Imperial 5454)

**WHITE SILVER SANDS**  
Dave Gardner (OJ 1002)  
Don Rondo (Jubilee 5288)

**WHOLE LOT OF SHAKIN' GOING ON**  
Jerry Lee Lewis (Sun 267)

**WORDS OF LOVE**  
Diamonds (Mercury 71128)



## THE NATION'S R & B TOP 20

		Pos. Last Week
1	<b>SEARCHIN'</b> Coasters (Atco 6087)	1
2	<b>SHORT FAT FANNIE</b> Larry Williams (Specialty 608)	2
3	<b>SEND FOR ME</b> Nat "King" Cole (Capitol 3737)	3
4	<b>JENNY, JENNY</b> Little Richard (Specialty 606)	5
5	<b>OVER THE MOUNTAIN AND ACROSS THE SEA</b> Johnnie & Joe (Chess 1654)	6
6	<b>C. C. RIDER</b> Chuck Willis (Atlantic 1130)	4
7	<b>TEDDY BEAR</b> Elvis Presley (RCA Victor 7000)	10
8	<b>STAR DUST</b> Billy Ward & Dominoes (Liberty 55071)	9
9	<b>ROCKIN' PNEUMONIA AND THE BOOGIE WOOGIE FLU</b> Huey Smith (Ace 530)	13
10	<b>WHISPERING BELLS</b> Del-Vikings (Dot 15592)	11
11	<b>SO RARE</b> Jimmy Dorsey (Fraternity 755)	8
12	<b>VALLEY OF TEARS</b> Fats Domino (Imperial 5442)	7
13	<b>TO THE AISLE</b> Five Satins (Ember 1019)	14
14	<b>GOODY GOODY</b> Lymon & Teenagers (Gee 1039)	16
15	<b>BYE BYE LOVE</b> Everly Brothers (Cadence 1315)	15
16	<b>YOUNG BLOOD</b> Coasters (Atco 6087)	12
17	<b>MISS ANN</b> Little Richard (Specialty 606)	19
18	<b>MISS YOU SO</b> Lillian Offitt (Excello 2104)	22
19	<b>LET THE FOUR WINDS BLOW</b> Roy Brown (Imperial 5439)	—
20	<b>LONG LONELY NIGHTS</b> Clyde McPhatter (Atlantic 1149) Lee Andrews & Hearts (Chess 1665)	—

21. PLEASE SEND ME SOMEONE TO LOVE. 22. SUZIE-Q. 23. OH BABY DOLL. 24. JUST TO HOLD MY HAND. 25. FARTHER UP THE ROAD.

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**"TO THE AISLE"**  
The Five Satins  
E-1019

**ember** RECORDS, INC.  
1697 Broadway,  
N. Y. 19, N. Y.

#10 Cinn. Ohio . . The Cash Box R&B  
Regional Record Report

**ISLEY BROTHERS'**  
**"ANGELS CRIED"**  
b/w  
**"COW JUMPED OVER THE MOON"**  
TEEN-AGE 1004  
Some Terr. Still Available

**TEEN-AGE RECORDS**  
1587 BROADWAY, N.Y.C.

Getting Hotter!

**The Lovers**  
**"DARLING IT'S WONDERFUL"**  
Lamp # 2005

**LAMP RECORDS**  
5352 W. Pico Blvd.  
Los Angeles Calif.

Taking Off!

**Gus Jenkins**  
**"PAYDAY SHUFFLE"**

**FLASH RECORDS**  
623 E. Vernon Ave.  
Los Angeles Calif.



# R & B Sure Shots

"WHEN I SEE YOU"  
"WHAT WILL I TELL  
MY HEART"

The Cash Box  
Award o' the Week 7/27

Fats Domino ..... Imperial 5454

"FARTHER UP THE  
ROAD"

The Cash Box  
Award o' the Week 7/27

Bobby Blue Bland ..... Duke 170

"BYE BYE BABY"

The Cash Box  
Award o' the Week 6/22

Nappy Brown ..... Savoy 1514

"ARROW OF LOVE"

The Cash Box  
R&B Best Bets 5/11

Six Teens ..... Flip 322

"MR. LEE"

Bobbettes ..... Atlantic 1144

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for sending their new follow-up "THE JUICY  
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same path."

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A SELLING RECORD

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Apollo #514

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## The Cash Box



### NEW YORK

### CHICAGO

### NEW ORLEANS

1 SEARCHIN'  
Coasters  
(Atco 6087)

SEND FOR ME  
Nat "King" Cole  
(Capitol 3737)

TO THE AISLE  
Five Satins  
(Ember 1019)

2 BYE BYE LOVE  
Everly Brothers  
(Cadence 1315)

SO RARE  
Jimmy Dorsey  
(Fraternity 755)

ROCKING PNEUMONIA  
AND THE BOOGIE  
WOOGIE FLU  
Huey Smith (Ace 530)

3 LONG LONELY NIGHTS  
Clyde McPhatter  
(Atlantic 1149)  
Lee Andrews & Hearts  
(Chess 1665)

MISS YOU SO  
Lillian Offitt  
(Excella 2104)

SEARCHIN'  
Coasters  
(Atco 6087)

4 WHISPERING BELLS  
Del-Vikings  
(Dot 15592)

BYE, BYE BABY  
Nappy Brown  
(Savoy 1514)

SEND FOR ME  
Nat "King" Cole  
(Capitol 3737)

5 MR. LEE  
Bobbettes  
(Atlantic 1144)

IT HURTS  
TO BE IN LOVE  
Annie Laurie  
(DeLuxe 6107)

SHORT FAT FANNIE  
Larry Williams  
(Specialty 608)

6 IT'S NOT FOR ME  
TO SAY  
Johnny Mathis  
(Columbia 40851)

LOVE'S A  
HURTIN' GAME  
Ivory Joe Hunter  
(Atlantic 1128)

WHEN I MEET  
MY GIRL  
Tommy Ridgely  
(Herald 501)

7 SEND FOR ME  
Nat "King" Cole  
(Capitol 3737)

FARTHER UP  
THE ROAD  
Bobby Blue Bland  
(Duke 170)

WALKIN'  
WITH FRANKIE  
Frankie Lee Sims  
(Ace)

8 STAR DUST  
Billy Ward & Dominoes  
(Liberty 55071)

TEDDY BEAR  
Elvis Presley  
(RCA Victor 7000)

MISS ANN  
Little Richard  
(Specialty 606)

9 GOODY GOODY  
Lyman & Teenagers  
(Gee 1039)

SEARCHIN'  
Coasters  
(Atco 6087)

WHEN I SEE YOU  
Fats Domino  
(Imperial 5454)

10 CAN I COME  
OVER TONIGHT  
Velours  
(Onyx 512)

COME HOME BABY  
Muddy Waters  
(Chess 1667)

SICK AND TIRED  
Chris Kenner  
(Imperial 5448)

### ST. LOUIS

### NEWARK

### DALLAS

1 SEND FOR ME  
Nat "King" Cole  
(Capitol 3737)

GOODY GOODY  
Lyman & Teenagers  
(Gee 1039)

SEARCHIN'  
Coasters  
(Atco 6087)

2 SEARCHIN'  
Coasters  
(Atco 6087)

LONG LONELY NIGHTS  
Lee Andrews & Hearts  
(Chess 1665)  
Clyde McPhatter  
(Atlantic 1149)

SUSIE-Q  
Dale Hawkins  
(Checker 863)

3 MISS YOU SO  
Lillian Offitt  
(Excella 2104)

BYE, BYE BABY  
Nappy Brown  
(Savoy 1514)

WHOLE LOT OF  
SHAKIN' GOING ON  
Jerry Lee Lewis  
(Sun 267)

4 WHISPERING BELLS  
Del-Vikings  
(Dot 15592)

STAR DUST  
Billy Ward & Dominoes  
(Liberty 55071)

TEDDY BEAR  
Elvis Presley  
(RCA Victor 7000)

5 SHORT FAT FANNIE  
Larry Williams  
(Specialty 608)

OVER THE MOUNTAIN  
AND ACROSS THE SEA  
Johnnie & Jae  
(Chess 1654)

SHORT FAT FANNIE  
Larry Williams  
(Specialty 608)

6 BYE, BYE BABY  
Nappy Brown  
(Savoy 1514)

SEARCHIN'  
Coasters  
(Atco 6087)

WHISPERING BELLS  
Del-Vikings  
(Dot 15592)

7 FARTHER UP  
THE ROAD  
Bobby Blue Bland  
(Duke 170)

MR. LEE  
Bobbettes  
(Atlantic 1144)

C. C. RIDER  
Chuck Willis  
(Atlantic 1130)

8 EVERYONE'S  
LAUGHING  
Spaniels  
(Vee-Jay 246)

PLEASE SEND ME  
SOMEONE TO LOVE  
Moonglows  
(Chess 1661)

SEND FOR ME  
Nat "King" Cole  
(Capitol 3737)

9 THE SUN IS SHINING  
Jimmy Reed  
(Vee-Jay 248)

SEND FOR ME  
Nat "King" Cole  
(Capitol 3737)

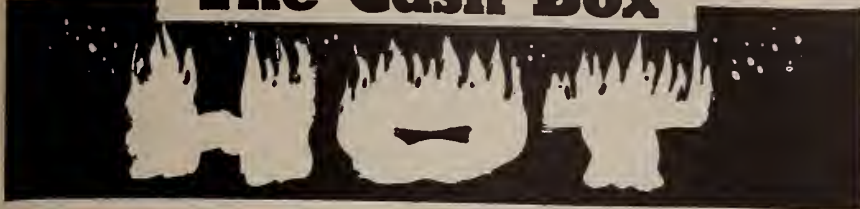
FARTHER UP  
THE ROAD  
Bobby Blue Bland  
(Duke 170)

10 IS YOUR LOVE  
FOR REAL  
Midnighters  
(Federal 12299)

JUST TO HOLD  
MY HAND  
Clyde McPhatter  
(Atlantic 1137)

TEARS OF JOY  
"5" Royales  
(King 5032)

# The Cash Box



## PHILADELPHIA

## LOS ANGELES

## DETROIT

1 **SHORT FAT FANNIE**  
Larry Williams  
(Specialty 608)

**SEARCHIN'**  
Coasters  
(Atco 6087)

**SEND FOR ME**  
Nat "King" Cole  
(Capitol 3737)

2 **ROCKIN' PNEUMONIA AND THE BOOGIE WOOGIE FLU**  
Huey Smith (Ace 530)

**OVER THE MOUNTAIN AND ACROSS THE SEA**  
Johnnie & Joe  
(Chess 1654)

**ROCKIN' PNEUMONIA AND THE BOOGIE WOOGIE FLU**  
Huey Smith (Ace 530)

3 **SUZIE-Q**  
Dale Hawkins  
(Checker 863)

**SHORT FAT FANNIE**  
Larry Williams  
(Specialty 608)

**SO RARE**  
Jimmy Dorsey  
(Fraternity 755)

4 **TO THE AISLE**  
Five Satins  
(Ember 1019)

**ARROW OF LOVE**  
Six Teens  
(Flip 322)

**SEARCHIN'**  
Coasters  
(Atco 6087)

5 **PASSING STRANGERS**  
Vaughan & Eckstine  
(Mercury 71122)

**STAR DUST**  
Billy Ward & Dominoes  
(Liberty 55071)

**TEDDY BEAR**  
Elvis Presley  
(RCA Victor 7000)

6 **SEARCHIN'**  
Coasters  
(Atco 6087)

**JENNY, JENNY**  
Little Richard  
(Specialty 606)

**FARTHER UP THE ROAD**  
Bobby Blue Bland  
(Duke 170)

7 **DON'T ASK ME TO BE LONELY**  
Dubs  
(Gone 5002)

**SEND FOR ME**  
Nat "King" Cole  
(Capitol 3737)

**C. C. RIDER**  
Chuck Willis  
(Atlantic 1130)

8 **C. C. RIDER**  
Chuck Willis  
(Atlantic 1130)

**SO RARE**  
Jimmy Dorsey  
(Fraternity 755)

**LET THE FOUR WINDS BLOW**  
Roy Brown  
(Imperial 5439)

9 **STAR DUST**  
Billy Ward & Dominoes  
(Liberty 55071)

**TEDDY BEAR**  
Elvis Presley  
(RCA Victor 7000)

**YOUNG BLOOD**  
Coasters  
(Atco 6087)

10 **IT TOOK A LONG TIME**  
Malcolm Dodds & Tunedrops  
(End 1000)

**LET THE FOUR WINDS BLOW**  
Roy Brown  
(Imperial 5439)

**SHORT FAT FANNIE**  
Larry Williams  
(Specialty 608)

## ATLANTA

## MEMPHIS

## SAN FRANCISCO

1 **SHORT FAT FANNIE**  
Larry Williams  
(Specialty 608)

**MISS YOU SO**  
Lillian Offitt  
(Excello 2104)

**SEND FOR ME**  
Nat "King" Cole  
(Capitol 3737)

2 **SEARCHIN'**  
Coasters  
(Atco 6087)

**SO RARE**  
Jimmy Dorsey  
(Fraternity 755)

**OVER THE MOUNTAIN AND ACROSS THE SEA**  
Johnnie & Joe  
(Chess 1654)

3 **MISS YOU SO**  
Lillian Offitt  
(Excello 2104)

**SEND FOR ME**  
Nat "King" Cole  
(Capitol 3737)

**SO RARE**  
Jimmy Dorsey  
(Fraternity 755)

4 **THINK**  
"S" Royales  
(King 5053)

**PLEASE BELIEVE ME**  
Percy Mayfield  
(Specialty 607)

**SEARCHIN'**  
Coasters  
(Atco 6087)

5 **C. C. RIDER**  
Chuck Willis  
(Atlantic 1130)

**FARTHER UP THE ROAD**  
Bobby Blue Bland  
(Duke 170)

**SHORT FAT FANNIE**  
Larry Williams  
(Specialty 608)

6 **JENNY, JENNY**  
Little Richard  
(Specialty 606)

**SEARCHIN'**  
Coasters  
(Atco 6087)

**IT'S NOT FOR ME TO SAY**  
Johnny Mathis  
(Columbia 40851)

7 **EVERYONE'S LAUGHING**  
Spaniels  
(Vee-Jay 246)

**SHORT FAT FANNIE**  
Larry Williams  
(Specialty 608)

**LOUIE LOUIE**  
Berry & Pharohs  
(Flip 321)

8 **WHOLE LOT OF SHAKIN' GOING ON**  
Jerry Lee Lewis  
(Sun 267)

**TEDDY BEAR**  
Elvis Presley  
(RCA Victor 7000)

**MISS YOU SO**  
Lillian Offitt  
(Excello 2104)

9 **YOUNG BLOOD**  
Coasters  
(Atco 6087)

**TO THE AISLE**  
Five Satins  
(Ember 1019)

**WHISPERING BELLS**  
Del-Vikings  
(Dot 15592)

10 **SEND FOR ME**  
Nat "King" Cole  
(Capitol 3737)

**IS YOUR LOVE FOR REAL**  
Midnighters  
(Federal 12299)

**C. C. RIDER**  
Chuck Willis  
(Atlantic 1130)

## Parker Prescott Dies

NEW YORK—Parker Prescott, representative for Leon Rene's Class Records, Leon Rene Publications (ASCAP) and Recordo Music Publishers (BMI) here, died of a heart attack on Saturday, July 20. He was 52 years old.

Prescott represented Rene in New York a number of years ago, when Exclusive Records was active.

Music was more or less a hobby with Prescott, as his full time employment was representing New York State, in charge of state housing in this area.

Services were at Frank Campbell Funeral Parlor on Tuesday, and burial was at Ferncliff Cemetery, Hartsdale, N.Y., on Wednesday, July 24.

## MGM Signs Four

NEW YORK—MGM has announced that four new artists have joined the label with early releases scheduled for each. Inked to contracts are vocal stylists Wilhelmina Gray and Don Hudson; the Guy La Salle ork, and country and western artist Donn Reynolds. The Guy La Salle ork has cut albums for future release while its single disk of "By The Bend Of The River" b/w "Pinwheel" has just been issued.

**WILL JONES**  
and The Codets  
"Hands Across The Table"  
"Love Can Do More Than Anything"  
MODERN #1024

*Modern* RECORDS

9317 W. Washington Blvd., Culver City, Calif.

WATCH THIS ONE TAKE OFF!

**"IT CAN'T BE TRUE"**

b/w

"I'M IN THE MOOD"

**BUDDY ACE**

DUKE # 176

**DUKE RECORDS, INC.**  
2809 ERASTUS ST.  
HOUSTON 26, TEX.

**HEADIN' HIGH!**

**"I'M A KING BEE"**  
**SLIM HARPO**

EXCELLO 2113

**"I'M A ROLLIN' STONE"**  
**LIGHTNIN' SLIM**

EXCELLO 2116

BIGGER EVERY DAY  
**MISS YOU SO**  
**Lillian Offitt**

EXCELLO 2104

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**NASHBORO RECORD CO., INC.**  
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NASHVILLE TENN.

HOT

OK  
ebb

Hitting in Los Angeles,  
San Francisco and Atlanta

Tony Harris

"CHICKEN BABY  
CHICKEN"

and

"I'LL FOREVER  
LOVE YOU"

# 104

A Definite Hit!

The  
Brassettes

"THE  
BRASSETTE  
ROCK"

#107

The Cash Box — Best Bet  
Billboard—Review Spotlight

**Starting Big!**

Eddie Daniels

"WHOA - WHOA  
BABY"

and

"PLAYIN' HIDE GO SEEK"

# 108

ebb

RECORDS

4523 south western avenue  
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AXminster 5-3124



# R & B Reviews

**A** AWARD & SLEEPER    **B** VERY GOOD    **C** FAIR  
**B+** EXCELLENT    **C+** GOOD    **D** MEDIOCRE

"Only those records best suited for commercial use are reviewed by THE CASH BOX"

**DOC BAGBY**  
(Okeh 4-7089)

**B+** "DUMPLIN'S" (2:28) [Carney BMI—Bagby] Here's a fella who's building nicely in the sales department with each successive release. This middle beat bouncer features a raucous and gravel throated sax. Great sound and excitement. Excellent instrumental wax.

**B+** "SYLVIA'S CALLIN'" (2:53) [Blackwood BMI—Baker, Bagby] Bagby turns to the slow beat on the flip. A moody drifter with those same engaging sounds. Two top-drawer sides that should be watched.

**CHUCK CARBO**  
(Imperial 5452)

**B** "THE BELLS ARE RINGING" (1:55) [Commodore BMI—Bartholomew, Lemon] Chuck Carbo swings lightly on a middle beat bouncer. A melodic item handled deftly by Carbo and it's in the vein of what the kids want.

**B** "POOR BOY" (2:08) [Travis BMI—Bartholomew, King] Carbo goes pop on this deck, singing a middle beat bouncer with engaging effectiveness. Light and lilty.

**BUDDY JOHNSON**  
(Mercury 71159)

**B** "I'VE SURRENDERED" (2:45) [Sophisticate BMI—] The Buddy Johnson ork dishes up a fluffy rhythm piece with a pop styled vocal. Easy listening and good dance temp.

**B** "SLIDE'S MAMBO" (2:44) [Sophisticate BMI] Johnson backs with a quick beat mambo. Exciting sound and treatment. Should stir the teeners into action.

**ROSETTA PERRY**  
(Blues Boys Kingdom #107)

**B+** "GET OUT AND GO" (2:35) [B B Music BMI—Frye, Kine] Rosetta Perry changes pace and etches a middle beat jump that comes out much the stronger deck. The lass tells of her no good man and finally gives him the gate. Deck has a good chance to get moving.

**C+** "FAREWELL BLUES" (2:31) [Beale St BMI] Rosetta Perry shouts out a quick beat blues with an energetic treatment. Supporting the belter with plenty of zest is the Mil-liard Lee Orchestra.

**LOWELL FULSON**  
(Checker 865)

**B+** "YOU'RE GONNA MISS ME" (2:29) [Arc BMI—Lowell Fulson] Lowell Fulson rocks out a slow beat rock with his down home vocaling. Catchy beat and Fulson's strong shouting should catch hold of a good piece of the sales action.

**B** "DON'T DRIVE ME BABY" (2:28) [Arc BMI—Lowell Fulson] Fulson gives a similarly effective performance as he wails a quick beat jump. Two engaging sides.

**JIMMY ROGERS**  
(Chess 1659)

**B+** "I CAN'T BELIEVE" (2:39) [Arc BMI—Dixon] Jimmy Rogers swings into a middle beat rhythm item with a relaxed but impressive vocal. Deck gives a big play to the Rogers guitar, which combined with the Rogers wailing emerges an engaging sound. The kids of all markets could flip for this side.

**B+** "ONE KISS" (2:37) [Arc BMI—Dixon] Rogers gives another strong performance, wailing a slow rhythm blues with telling effect. Moving wax with a strong mood feeling. Two effective decks that bear close watching.

## The Cash Box Award o' the Week

"THAT TRAIN HAS GONE" (2:50) [Rush BMI—Willis]

"LOVE ME CHERRY" (2:18) [Rush BMI—Willis]

CHUCK WILLIS (Atlantic 1148)

● Chuck Willis, one of the trade's leading song writers and vocal talents, offers a twosome that will make it difficult for the jockeys who have to decide which one to play. Both sides are powerful entries. "That Train Has Gone" is a slow, rhythmic blues wailed to a fare-thee-well by Willis, who tells

the story of the abandoned lover. Moving wax that could be really high in the charts before it finishes its run. The coupling, "Love Me Cherry," is a love chant very much in the same moody feeling as "Train." It is a slow, drift, melodic wax that Willis sings with great feeling. Either or both for the action.

"HUMPTY DUMPTY HEART" (2:33)

[Progressive/Pinelawn BMI—Boye]

"LOVE ME RIGHT" (1:59)

[Progressive/Brookville BMI—Kirshner, Darin]

LAVERN BAKER (Atlantic 1140)

● LaVern Baker, Little Miss Energy, dips into the folk for her current bouncer, "Humpty Dumpty Heart," and the result is a light hearted lilter that is easy to remember and carries all the infecti-ous qualities this lass can inject

into a tune. A cutie that bears the marks of a winner. The flip, "Love Me Right," is a quick beat rhythm blues with the dynamic lass bounding the love lyrics in a zesty chant. A great stylist with an infectious piece of material. Two solid money making decks.

"IT WAS THERE" (2:30) [Zell's Music BMI—Z. Sanders]

"THERE GOES MY HEART" (2:30) [Zell's Music BMI—Harvin]

JOHNNIE & JOE (J & S 1659)

● Those "Over the Mountain" kids, Johnnie & Joe, try for their third straight hit with a twosider that makes the prospects good. "It Was There" is a slow paced lovely done to a turn by the engaging couple. It has melody, story, and vocal teamwork of captivating

quality. "There Goes My Heart" is a slow beat ballad sung with the unique sound the team possesses. Two teener items very much in the hit vein—and the J & J team on the J & S label may be on their way to another national chart item. Both sides have the qualities to make it big.

"Q-BOP SHE-BOP" (2:22) [Tollie BMI—Bracken, Carter]

"A DISTANT LOVE" (2:40) [Conrad BMI—V. Allison]

THE DELLS (Vee-Jay 251)

● The Dells swing into a middle beat wailing chant, "Q-Bop She-Bop," and dish it up as a quaint and effective novelty number. The Dells lend it a top-flight reading and the resulting wax is one the kids should grab up in large quan-

tities. The coupling, "A Distant Love," is a middle beat Latin flavored romancer handled so delightfully that it had better not be overlooked. It is a strong effort with melody, individuality, and effective arrangement. Watch both decks.

"LET'S START ALL OVER AGAIN" (2:38)

[Ninny BMI—Paragons, Byrd, Winley]

"STICK WITH ME BABY" (2:14)

[Ninny BMI—Winley, Bailey, Harris, McQuater, Lucas]

THE PARAGONS (Winley 220)

● The Paragons follow their hit, "Florence," with another item, "Let's Start All Over Again," that bears all the markings of another best seller for the young group. The Paragons chant the slow beat ballad with the falsetto voiced lead

giving the deck the sound the kids find so attractive. Simple, syncopated beat in the background performs its function nicely, supporting The Paragons effectively. The flip, "Stick With Me Baby," is a change of pace item. A quick beat jump for the dancing set.

## The Cash Box R & B Best Bets

- ★ "DUMPLIN'S" ..... Doc Bagby ..... Okeh 4-7089
- ★ "SYLVIA'S CALLIN'" ..... Doc Bagby ..... Okeh 4-7089
- ★ "I CAN'T BELIEVE" ..... Jimmy Rogers ..... Chess 1659
- ★ "ONE KISS" ..... Jimmy Rogers ..... Chess 1659

**BUDDY ACE**  
(Duke 176)

**B** "I'M IN THE MOOD" (2:37) [Lion BMI—Scott, Robey] Buddy Ace sings a dramatically arranged slow beat blues. Ace sings with great emotion and turns in a waxing that's different.

**B** "IT CAN'T BE TRUE" (2:40) [Lion BMI—C. Smith, Scott] Ace backs with a middle beat bouncer and turns in a more commercial deck. Ace swings with an infectious quality. This side could pick up some action.

**GLORIA LYNN**  
(Premium 412)

**C+** "RUN FOR YOUR LOVE" (2:39) [Joe Nuccio ASCAP—J. Nuccio, D. Nuccio] Gloria Lynn shouts out a middle beat bouncer with an appealing vocal. Lightweight tune that comes out a fair deck.

**C+** "I CAN'T WASTE MY TEARS" (2:38) [Crestwood BMI—Owen, DeCamp] Miss Lynn turns in another ok vocal performance as she sings a lilting middle beat bouncer.

### SPIRITUAL

**CLARA WARD**  
(Duke 215)

**B+** "WHOSOEVER WILL" (2:47) [Clara Ward BMI—Brewster, Ward] Clara Ward sings a slow, rhythmic gospel item with great feeling and vocal tricks. Simply arranged and instrumented the waxing offers the Clara Ward vocal unadorned and effective.

**B+** "TIME IS WINDING UP" (2:38) [Clara Ward BMI—Ward] Clara Ward turns to a middle beat religious offering and gives it a stirring reading. The tune is melodic and exciting—of a nature to stir the listener.

**PILGRIM JUBILEE SINGERS**  
(Nashboro 605)

**B+** "GONNA WORK ON" (2:49) [Excellorec BMI—R. Harris] The Pilgrim Jubilee Singers team on a slow, rhythmic effort with the same effective blend of voices. Stirring side the gospel buyer should react to.

**B** "GOD IS GOOD TO ME" (2:43) [Excellorec BMI] Pilgrim Jubilee Singers blend on a rhythmic middle beat spiritual. Syncopated answering group backs the exciting lead singer. Strong gospel side.

**THE TRUMPETEERS**  
(Nashboro 606)

**B** "SEVEN ANGELS" (2:48) [Excellorec BMI] The Trumpeteers rock out a quick beat syncopated tune with an ear catching treatment. Exciting offering.

**B** "I WANT TO KNOW" (2:24) [Excellorec BMI—J. Johnson] The Trumpeteers blend softly to back the lead on a slow, drift, religious waxing. Two good religious sides.

**SWANEE QUINTET**  
(Nashboro 604)

**B** "MY BURDENS ARE LAID DOWN" (2:43) [Excellorec BMI] The Swanee Quintet offers a slow, moving spiritual tune with a warm and sincere treatment. The group blends voices with emotional impact. Religious buyer should warm up to this side.

**B** "COME SEE ABOUT ME" (2:54) [Excellorec BMI—C. Barnwell] The Swanee Quintet offers an easy backing to the exciting exhortations of the lead singer. Moving gospel etching.

"Only those records best suited for commercial use are reviewed by THE CASH BOX"





# Country Disk Jockey REGIONAL RECORD REPORTS

- TOM EDWARDS**  
WERE—Cleveland, Ohio
1. My Arms Are A House (H. Snow)
  2. Little White Washed Chimney (B. Clifton)
  3. Money, Marbles And Chalk (R. Allen)
  4. My Shoes Keep Walking Back To You (R. Price)
  5. Bye, Bye Love (Everlys/Pierce)
  6. No No Never (G. Jones)
  7. Lovesick Blues (Williams/James)
  8. One Day A Month (Browning)
  9. Fallen Star (J. Newman)
  10. Late Date (Terry/Morgan)

- BUZZ JONES**  
KWBB—Wichita, Kans.
1. Gonna Find Me A Bluebird (M. Rainwater)
  2. Fraulein (B. Helms)
  3. Whole Lot Of Shakin' Going On (J. L. Lewis)
  4. Bye, Bye Love (Everlys)
  5. Fallen Star (F. Husky)
  6. Next In Line (J. Cash)
  7. On My Mind Again (Walker)
  8. Four Walls (J. Reeves)
  9. Girl In The Night (H. Thompson)
  10. I'm In Heaven (Browns)

- KERMIT REID**  
WTJH—East Point, Ga.
1. Fallen Star (J. Newman)
  2. Bye, Bye Love (Everlys)
  3. Four Walls (J. Reeves)
  4. Next In Line (J. Cash)
  5. Fraulein (B. Helms)
  6. My Shoes Keep Walking Back To You (R. Price)
  7. Flame Of Love (Jones & Spurlock)
  8. Tangled Mind (H. Snow)
  9. My Love Is Real (Rainwater)
  10. Keep Loving Me Baby (M. Endsley)

- HAPPY ISON**  
WKIS—Orlando, Fla.
1. Fallen Star (J. Newman)
  2. Oh Lonely Heart (J. Reed)
  3. Blue Velvet Band (H. Snow)
  4. Gonna Find Me A Bluebird (M. Rainwater)
  5. Fraulein (B. Helms)
  6. Don't Make Me Go (J. Cash)
  7. Silver Bracelet (R. Stevens)
  8. Just What You Want Me To (Yaney & Talley)
  9. Leave Me (Tubb & Wilburns)
  10. Just Wonderful (B. Lord)

- MARY WILSON**  
KCLK—Colfax, Wash.
1. White Sport Coat (Robbins)
  2. Four Walls (J. Reeves)
  3. Gonna Find Me A Bluebird (M. Rainwater)
  4. Bye, Bye Love (Everlys)
  5. Gone (F. Husky)
  6. Fallen Star (Newman/Husky)
  7. Nickel's Worth Of Dreams (B. Martin)
  8. Fraulein (B. Helms)
  9. Mr. Love (Tubb & Wilburns)
  10. My Shoes Keep Walking Back To You (R. Price)

- BOB COUCH**  
KGAF—Gainesville, Texas
1. Fraulein (B. Helms)
  2. Gone (F. Husky)
  3. Teddy Bear (E. Presley)
  4. Bye, Bye Love (Everlys/Pierce)
  5. Gonna Find Me A Bluebird (M. Rainwater)
  6. My Arms Are A House (H. Snow)
  7. Old Bee Tree (B. Griffin)
  8. Four Walls (J. Reeves)
  9. I Don't Want To Cry (Strikes)
  10. Pledge Of Love (Copeland)

- BILL GREGOR**  
WWBZ—Vineland, N. J.
1. Bye, Bye Love (Everlys)
  2. Four Walls (J. Reeves)
  3. Gonna Find Me A Bluebird (M. Rainwater)
  4. Gone (F. Husky)
  5. White Sport Coat (Robbins)
  6. Next In Line (J. Cash)
  7. Honky Tonk Song (Pierce)
  8. Tangled Mind (H. Snow)
  9. Tweedle O Twill (Wakely)
  10. Mr. Love (Tubb & Wilburns)

- GEORGE WASHINGTON TUCKER**  
WEKR—Fayetteville, Tenn.
1. Bye, Bye Love (Everlys)
  2. Fallen Star (J. Newman)
  3. Four Walls (J. Reeves)
  4. Nearest Thing To Heaven (B. Worth)
  5. Too Much Water (G. Jones)
  6. My Arms Are A House (H. Snow)
  7. Fraulein (B. Helms)
  8. Gonna Find Me A Bluebird (M. Rainwater)
  9. Don't Make Me Go (J. Cash)
  10. I Got The Blues (G. Morris)

- THOMAS SHOYAN**  
WKXL—Concord, N. H.
1. Bye, Bye Love (Everlys)
  2. Gone (F. Husky)
  3. Gonna Find Me A Bluebird (M. Rainwater)
  4. Love Letters In The Sand (M. Wiseman)
  5. Fallen Star (F. Husky)
  6. Four Walls (J. Reeves)
  7. White Sport Coat (Robbins)
  8. Shrine Of St. Cecelia (Young)
  9. I'll Never Let You Go (T. Collins)
  10. Burning Desire (W. Ray)

- PAUL SIMPKINS**  
WBAM—Montgomery, Ala.
1. Tangled Mind (H. Snow)
  2. Fallen Star (J. Newman)
  3. Two Shadows On My Window (J. Reeves)
  4. My Love Is Real (Rainwater)
  5. Four Walls (J. Reeves)
  6. Dear Love (S. James)
  7. Young Hearts (J. Reeves)
  8. Crazy Dream (E. Arnold)
  9. My Arms Are A House (H. Snow)
  10. Got You On My Mind (B. Walker)

- BILL PRICE**  
WBLU—Salem, Va.
1. Bye, Bye Love (Everlys)
  2. Teddy Bear (E. Presley)
  3. On My Mind Again (Beard)
  4. Kiss-A-Me Baby (N. Felts)
  5. Sweethearts In Heaven (Reno & Smiley)
  6. Too Much Water (G. Jones)
  7. Gone (F. Husky)
  8. It's Nothing To Me (Kirk)
  9. Your Old Standby (J. Eanes)
  10. Parade Of Broken Hearts (N. Miller)

- BOB HAGER**  
WHWB—Rutland, Vt.
1. Mr. Love (Tubb & Wilburns)
  2. Teddy Bear (E. Presley)
  3. Bye, Bye Love (Everlys)
  4. Gonna Find Me A Bluebird (M. Rainwater)
  5. Lovesick Blues (S. Whitman)
  6. I Wonder If I Care As Much (Everlys)
  7. Leave Me (Tubb & Wilburns)
  8. Girl In The Night (Thompson)
  9. Someday (W. Pierce)
  10. Fraulein (B. Helms)

- JIM DUNSON**  
WTUS—Tuskegee, Ala.
1. Four Walls (J. Reeves)
  2. Bye, Bye Love (Everlys)
  3. White Sport Coat (Robbins)
  4. Teddy Bear (E. Presley)
  5. Gone (F. Husky)
  6. Fraulein (B. Helms)
  7. Gonna Find Me A Bluebird (M. Rainwater)
  8. Fallen Star (J. Newman)
  9. Next In Line (J. Cash)
  10. Honky Tonk Song (W. Pierce)

- JIMMY CAMILLI**  
WCSS—Amsterdam, N. Y.
1. Little Rosa (Sovine/Pierce)
  2. Turn Her Down (F. Young)
  3. Bye, Bye Love (Everlys)
  4. Gonna Find Me A Bluebird (M. Rainwater)
  5. Next In Line (J. Cash)
  6. Four Walls (J. Reeves)
  7. Tangled Mind (H. Snow)
  8. Lovesick Blues (Williams)
  9. Fallen Star (J. Newman)
  10. Freight Train (R. Draper)

- RED ALIX**  
CJOB—Winnipeg, Man., Can.
1. Bye, Bye Love (Everlys/Pierce)
  2. Four Walls (J. Reeves)
  3. Fallen Star (F. Husky)
  4. Gonna Find Me A Bluebird (M. Rainwater)
  5. Fraulein (B. Helms)
  6. Teddy Bear (E. Presley)
  7. Whole Lot Of Shakin' Going On (J. L. Lewis)
  8. Tweedle O Twill (Wakely)
  9. Too Much Water (G. Jones)
  10. Love Has Finally Come My Way (F. Young)

- CARL FITZGERALD**  
WCOC—Meridian, Miss.
1. Fraulein (B. Helms)
  2. Fallen Star (J. Newman)
  3. Late Date (A. Terry)
  4. Losing Game (J. Dean)
  5. I Saw You, I Saw You (T. Tommy)
  6. Mr. Love (Tubb & Wilburns)
  7. I Cry (J. O'Gwynn)
  8. Love Letters In The Sand (M. Wiseman)
  9. Lonesome Man (J. Swan)
  10. Out Of A Honky Tonk (B. Gallion)

- BOB McKINNON**  
WONE—Dayton, Ohio
1. Teddy Bear (E. Presley)
  2. Bye, Bye Love (Everlys/Pierce)
  3. My Shoes Keep Walking Back To You (R. Price)
  4. Prize Possession (F. Husky)
  5. Running Away (B. Lou)
  6. Rosie's Gone Again (John)
  7. Loving You (E. Presley)
  8. No No Never (Jones & Spurlock)
  9. Honky Tonk Song (Pierce)
  10. Stone Heart (D. Bowshier)

- "HOPALONG" JOE HOPPEL**  
WCMS—Norfolk, Va.
1. Bye, Bye Love (Everlys)
  2. Your Old Standby (J. Eanes)
  3. Four Walls (J. Reeves)
  4. Losing Game (J. Dean)
  5. Fallen Star (J. Newman)
  6. Dark Moon (B. Guitar)
  7. Oh So Many Years (Wells & Pierce)
  8. Sweethearts In Heaven (Reno & Smiley)
  9. Sixteen (C. Gordon)
  10. Change Of Heart (K. Wells)

- RAY PULLEY**  
WFOS—South Norfolk, Va.
1. Bye, Bye Love (Everlys)
  2. Four Walls (J. Reeves)
  3. Gone (F. Husky)
  4. Fallen Star (J. Newman)
  5. Gonna Find Me A Bluebird (M. Rainwater)
  6. Girl In The Night (Thompson)
  7. Mr. Love (Tubb & Wilburns)
  8. Next In Line (J. Cash)
  9. Between Now And Then (B. Allen)
  10. Your Old Standby (Eanes)

- MARTY KRAUSS**  
WILY—Pittsburgh, Pa.
1. White Sport Coat (Robbins)
  2. Four Walls (J. Reeves)
  3. Bye, Bye Love (Everlys)
  4. Gone (F. Husky)
  5. All Shook Up (E. Presley)
  6. Gonna Find Me A Bluebird (M. Rainwater)
  7. Honky Tonk Song (Pierce)
  8. Fallen Star (J. Newman)
  9. Next In Line (J. Cash)
  10. Teddy Bear (E. Presley)

- CAL JOHNSON**  
WAGS—Bishopville, S. C.
1. Mr. Love (Tubb & Wilburns)
  2. I'm In Heaven (Browns)
  3. Missing You (W. Pierce)
  4. Fallen Star (J. Newman)
  5. Prize Possession (Husky)
  6. Mr. Lost (C. Smith)
  7. Bye, Bye Love (Everlys)
  8. Moonlight Mountain (Young)
  9. I Owe It To My Heart (Bailes)
  10. Lovesick Blues (Whitman)

## Jazz Stars To Appear In Rex Harrison-Ethel Merman CBS-TV Du Pont Show

NEW YORK — Louis Armstrong, Dinah Washington, Diahann Carroll, Lizzie Miles, and Turk Murphy and his Dixieland Band have been signed to appear with Rex Harrison and Ethel Merman in "Crescendo," the hour-and-one-half "Du Pont Show of the Month" premiere, which will be presented in color on CBS Television Sunday, Sept. 29 (9:00-10:30 P.M., EDT), it was announced by Paul Gregory, producer of the musical.

In "Crescendo" these artists will

introduce a visiting Englishman, played by Rex Harrison, to American jazz. Expeditions into other styles of American music will be headed by stars in each field: musical comedy, religious marches, blues, folk songs, western songs and Latin-American tempos. As previously announced, Ethel Merman will head the musical comedy portion of the musical panorama. Richard Lewine is CBS Television's executive producer for "Crescendo."

### New Recording Studio

CHICAGO—Jack Weiner, 22 year old recording engineer, formerly with Universal Recording Studios, Chi, Master Recording, Los Angeles and Zenith Cinema, Chi announced the grand opening of his new recording studios at 2120 S. Michigan Ave., Chi, at the N.A.M.M. convention.

Though young in years, Weiner has had a wealth of experience in recording with such names as Bill Putnam, Ranly Wood and Bunny Robine.

The studios are equipped with a brand new custom built 12 channel recording console, a large pair of matched echo chambers plus Ampex, Skully, Grampion and Gates recording equipment.

"I hope our first few week's business is a trend", stated Weiner. "Things have been just great".

### Ballroom Ops Convention

DES MOINES, IOWA—The Ballroom operators will invade the east for the first time with the National Ballroom Operators Association scheduling its annual convention at the Park Sheraton Hotel, New York City, Sept. 23-25.

At the same time, in conjunction with the convention the association will hold the finals of its second annual national Dance Contest with the event to take place at the Arcadia Ballroom in New York, Sept. 25th.

The association has held its annual meetings in Chicago for the past 10 years and this will be its first meeting in the east.

President Vic Sloan (Pla-Mor Ballroom, Lincoln, Neb.) pointed out that the ballroom operators will be coming east with an eye out for something to hypo business—trying to find out new promotion, new dance bands or dance styles that will help the ballroom business.

With this in mind the operators will throw their Tuesday (Sept. 24th session) open to band leaders, bookers, press and others in order to have an open discussion and try to formulate ideas that will help the business.

### Correction!

NEW YORK—The address listed in the Styletone advertisement of the July 27th issue of *The Cash Box*, was incorrect. It should have been 1758 East 4th St., Brooklyn, N.Y. Styletone is currently working on Vic Stevens' recording "Love Me Baby."



## The Country Records Disk Jockeys Played Most

A SUMMARY OF REPORTS RECEIVED FROM THE NATION'S DISK JOCKEYS

- |  |                              |
|--|------------------------------|
| 1. BYE BYE LOVE  | { Everly Brothers (Cadence)  |
| 2. FOUR WALLS  | { Webb Pierce (Decca)        |
| 3. A FALLEN STAR   | { Jim Reeves (RCA Victor)    |
| 4. GONNA FIND ME A BLUEBIRD  | { Jimmy Newman (Dot)         |
| 5. A WHITE SPORT COAT  | { Ferlin Husky (Capitol)     |
| 6. FRAULEIN  | { Marvin Rainwater (MGM)     |
| 7. TEDDY BEAR  | { Marty Robbins (Columbia)   |
| 8. NEXT IN LINE  | { Bobby Helms (Decca)        |
| 9. GONE  | { Elvis Presley (RCA Victor) |
| 10. MY SHOES KEEP WALKING BACK TO YOU  | { Johnny Cash (Sun)          |
| 11. HONKY TONK SONG  | { Ferlin Husky (Capitol)     |
| 12. ON MY MIND AGAIN   | { Ray Price (Columbia)       |
| 13. LOVESICK BLUES   |                              |
| 14. MR. LOVE   |                              |
| 15. MISSING YOU  |                              |
| 16. WHOLE LOT OF SHAKIN' GOING ON  |                              |
| 17. TOO MUCH WATER   |                              |
| 18. MY ARMS ARE A HOUSE  |                              |
| 19. MY LOVE IS REAL  |                              |
| 20. MR. LOST   |                              |
| 21. TANGLED MIND   |                              |
| 22. LOVE LETTERS IN THE SAND   |                              |
| 23. THREE WAYS   |                              |
| 24. GIRL IN THE NIGHT  |                              |
| 25. I'LL BE THERE  |                              |
| 26. LOVING YOU   |                              |
| 27. PRIZE POSSESSION   |                              |
| 28. ALL SHOOK UP   |                              |
| 29. DEAR LOVE  |                              |
| 30. DON'T MAKE ME GO; LATE DATE; PLENTY OF EVERYTHING BUT YOU; DARK MOON; A CHANGE OF HEART; LOVE HAS FINALLY COME MY WAY; OH, SO MANY YEARS; THE WOMAN I NEED; CRAZY DREAM; TWO SHADOWS ON YOUR WINDOW. |                              |

— THE MUSIC BOX —  
1301 W. 79th St. CHICAGO 20, III.  
(ALL PHONES ... ABerdeen 4-3600)  
AMERICA'S MOST COMPLETE ONE-STOP!  
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Attention: Please address any information concerning Country music and talent to Ira Howard, Country Editor, The Cash Box, 1721 Broadway, New York 19, N. Y.



# Country Best Sellers

IN RETAIL OUTLETS

	Pos. Last Week
1. BYE BYE LOVE Everly Brothers (Cadence 1315) Webb Pierce (Decca 30321)	1
2. A FALLEN STAR Jimmy Newman (Dot 1289) Ferlin Husky (Capitol 3742)	5
3. TEDDY BEAR Elvis Presley (RCA Victor 7000)	2
4. FOUR WALLS Jim Reeves (RCA Victor 6874)	3
5. A WHITE SPORT COAT Marty Robbins (Columbia 40864)	4
6. GONNA FIND ME A BLUEBIRD Marvin Rainwater (MGM 12412)	6
7. FRAULEIN Bobby Helms (Decca 30194)	7
8. WHOLE LOT OF SHAKIN' GOING ON Jerry Lee Lewis (Sun 267)	9
9. GONE Ferlin Husky (Capitol 3628)	8
10. NEXT IN LINE Johnny Cash (Sun 266)	10
11. MY SHOES KEEP WALKING BACK TO YOU. 12. HONKY TONK SONG. 13. LOVESICK BLUES. 14. MY ARMS ARE A HOUSE. 15. ALL SHOOK UP. 16. TOO MUCH WATER. 17. TANGLED MIND. 18. MISSING YOU. 19. LOVING YOU. 20. MY LOVE IS REAL; ON MY MIND AGAIN; MR. LOVE; LOVE LETTERS IN THE SAND; I'LL BE THERE; DON'T MAKE ME GO; MR. LOST; THREE WAYS.	



# Country Big 10 JUKE BOX TUNES

	Pos. Last Week
1. BYE BYE LOVE Everly Brothers (Cadence 1315) Webb Pierce (Decca 30321)	1
2. TEDDY BEAR Elvis Presley (RCA Victor 7000)	2
3. FOUR WALLS Jim Reeves (RCA Victor 6874)	3
4. A WHITE SPORT COAT Marty Robbins (Columbia 40864)	4
5. A FALLEN STAR Jimmy Newman (Dot 1289) Ferlin Husky (Capitol 3742)	7
6. GONNA FIND ME A BLUEBIRD Marvin Rainwater (MGM 12412)	5
7. FRAULEIN Bobby Helms (Decca 30194)	6
8. WHOLE LOT OF SHAKIN' GOING ON Jerry Lee Lewis (Sun 267)	8
9. GONE Ferlin Husky (Capitol 3628)	9
10. NEXT IN LINE Johnny Cash (Sun 266)	10



# Country Reviews

**A** BULLSEYE      **B** VERY GOOD      **C** FAIR  
**B+** EXCELLENT      **C+** GOOD      **D** MIEDIOCRE

"Only those records best suited for commercial use are reviewed by The Cash Box"

## THE CASH BOX BULLSEYE



"MR. OPPORTUNITY" (2:30) [Brazos Valley BMI—B. Gray, C. Harding]  
"WE'RE TAKING CHANCES" (2:37) [Cedarwood BMI—W. Walker]  
MIMI ROMAN & BILLY GRAY  
(Decca 30389)

● Both Mimi Roman and Billy Gray have been coming closer to the 'big hit' marker with each succeeding Decca release. Both artists have the talent necessary to reach the 'record heights' and this two-sided duet offering may prove to be their 'stepping stone'. With 'Mr.' tunes doing well on the charts, as evidenced by "Mr. Love" and "Mr. Lost", the artists come up with a delightful one of their own tagged "Mr. Opportunity". It's a quick moving, musical-pick-me-up featuring some enjoyable banter between Mimi and Billy. Flip portion, a heartfelt lilter labeled "We're Taking Chances", tells of two lovers who are not true to each other. Gray's Western Swing Band supplies the fine musical backdrop on these two hot sides. Take your pick.

"COOL LOVE" (2:15) [Central BMI—V. Countryman, W. Jackson]  
"DID YOU MISS ME?" (2:16) [Central BMI—B. Lord]  
WANDA JACKSON  
(Capitol 3764)

● Wanda Jackson, whose following in the country field continues to increase with every spin of her records, makes her bid to become a pop favorite, as well, with both ends of her latest Capitol pairing. The chirp, supplied with two strong pieces of money-makin' material, proceeds to wrap 'em up in winning fashion. "Cool Love", on the topside, is a rockin' handclapper while "Did You Miss Me", on the lower half, is taken at a slow, fish-beat-ballad pace. And Wanda receives a top notch vocal and instrumental assist on two sides that are headed for hitdom in both the pop and country markets.

THE TWIN TONES  
(Monte Carlo 005)

**B+** "WARM UP TO ME BABY" (2:20) [Patricia BMI-Stallman, Kirshner] The Twin Tones, stars of KTLA-Hollywood's "Western Varieties" make a sparkling debut on the Monte Carlo label as they come up with a dandy country-duet version of the recent pop click. Could happen country wise. Watch it.

**C+** "GO HOME JOE" (2:15) [Koss BMI-J. Koss] This half the gals engagingly romp over a light-hearted up tempo hand-clapper. Bill Rose's crew colorfully backs up the twosome.

BOBBY BARE  
(Capitol 3771)

**B+** "THE BEGGAR" (2:19) [Lowery BMI-White, Ross, Welch] Bobby Bare's smooth tones come across in convincing fashion as he tenderly pleads for the gal's love. Pretty wedding of melody and lyrics on a subdued, pop-r&r-flavored lilter.

**B+** "THE LIVIN' END" (2:23) [Fairway BMI-Stryker] This end Bare ups the tempo as he brightly knocks out a catchy quick moving romantic ditty. Sparkling musical and femme vocal assist on two solid contenders for the deejay charts, pop and countrywise.

THE FLAT MOUNTAIN BOYS  
(Starday 307)

**B** "I COULD LOVE YOU" [Star-rite BMI-C. Newsome] The Flat Mountain Boys display their fine vocal and instrumental talents as they gleefully glide over a fast moving, 'hoe down' offering. Contagious item that oughta make the jocks sit up and take notice.

**B** "CHOO CHOO COMING" [Star-rite BMI-C. Newsome] The boys turn in another dandy, 'pure country' performance on the flipside as they slickly carve out a touching, quick paced lover's tale.

JAY T. STARR  
(4 Star 1708)

**C+** "DARKER CLOUDS AHEAD" (2:23) [4 Star BMI-J. T. Starr] Jay T. Starr, along with a flavorful vocal and musical assist by Dave Burnam, steps up to bat out a persuasive romantic bouncer. The chanter vows that he'll get even with the false-hearted gal who 'took him over the hurdles'.

**C+** "WA-NA-CHEE" (2:34) [4 Star BMI-J. T. Starr] A 'tom-tom' beat is the background for Starr's etching of a poignant lover's tale. He loses the Indian squaw's hand in competition for her 'cause he's unable to walk barefoot over the hot coals.

ANDREWS BROTHERS  
(MGM 12513)

**B+** "SUNDDOWN" (2:08) [Acuff-Rose BMI-Selph] A potent piece of blues material is polished off in highly effective fashion by the Andrews Brothers. Inviting musical background on an ear-pleasing, rhythmic platter that's gonna ride the jocks' turntables aplenty.

**B** "I'LL MAKE IT UP TO YOU SOMEHOW" (2:12) [Acuff-Rose BMI-J. & B. Andrews] Once again the boys blend their fine vocal talents in winning fashion as they tenderly spin a feelingful, slightly up tempo romantic affair. Two good showings. Like 'em both.

DANNY RICHARDS  
(Sage 242)

**B** "LAST CURTAIN" (2:06) [Cedarwood BMI-L. York] Danny Richards sings with tender emotion on a tear-compelling waltz item that rates a healthy share of the airplay. Multiple vocal in spots proves effective.

**B** "BETTER TO BE SAFE" (1:50) [Sage & Sand BMI-D. Richards] Richards turns in another capable vocal effort on the bottom portion. Material stays in the lover's lament category tho it's delivered at change-of-pace, toe-tappin' tempo.

JIMMIE WILLIAMS  
sings on MGM

"AGAIN"

b/w

"YOU CAN'T MAKE ME CRY"

White Oak Music—BMI  
Cincinnati 39, Ohio

WANDA JACKSON

"Cool Love"

b/w

"DID YOU MISS ME"

CAPITOL 3764

GENERAL SONGS, INC.

1700 BROADWAY, HOLLYWOOD, CALIF. HO. LY 9000 10347



# Country Round Up

On Saturday night, July 27th, Springfield's Country Music Jubilee passed the 2½-year mark as a network television program. The show's Aug. 3rd guest will be Carl Smith, with Sonny James taking over the guest spotlight on Aug. 10th.



ELTON BRITT

Steve Allen will again host little Miss Brenda Lee on his NBC-TV program on Aug. 3rd, according to Lucky Moeller of the Top Talent booking office in Springfield. On Aug. 9th Brenda headlines the Illinois State Fair, moving on to the Wisconsin State Fair Aug. 19th, the Missouri State Fair on Aug. 20th & 21st, the Iowa State Fair Aug. 23rd & 24th and the Minnesota State Fair on Aug. 26th.

Billy Walker, riding high with his Columbia disk, "On My Mind Again," appears for Country Music promoter Sally Starr in Philadelphia on Aug. 2nd, 3rd and 4th.

Marvin Rainwater, having appeared on ABC television's "The Big Beat" Friday night, July 26th, guests with Jimmy Dean on his early-morning CBS-TV show July 29th through Aug. 2nd. Sales officials of MGM Records are enthusiastic over the way Marvin's new release, "My Love Is Real," has taken off in all areas. The August issue of "Rustic Rhythm," incidentally, features a fine cover story on "The Chief." Also appearing on Dean's Morning show, the week of July 29th will be RCA Victor's Elton Britt. Dean's Saturday evening show, July 27th, will feature Capitol's Andrews Sisters, Patty, Maxine and Laverne.

Reports from the Hank Snow package along the Canadian route where Hank and the crew are currently on tour for the month of July indicate they've been playing to capacity crowds wherever they have appeared. They played Ontario and New Brunswick, and are heading for Newfoundland and Nova Scotia, winding up in Canada on August 1st in Glace Bay, Nova Scotia, and on the way back to Nashville to play the Santa Fe Ranch at Reading, Pennsylvania, on August 4th. Headlining the show is Snow and his Rainbow Ranch Boys, Wilma Lee & Stony Cooper, and daughter Carol, the Clinch Mountain Clan, Cowboy Copas, Mother Maybelle Carter, and Jimmie Rodgers Snow.



BENNY BARNES

T. Texas Tyler, whom Snow is now managing, is playing lots of Park dates this summer. Sunday, July 14th, Tex played 'Plantation Park' in Indianapolis, Indiana, with Ernest Tubb.

Hank's latest Victor effort, "My Arms Are A House" and "Tangled Mind," is starting to break the charts and countrywise and from all indications could develop into the songster's top seller.

Ray Pulley, whose "Cuzin Ray's Hoedown" is heard over WFOS-South Norfolk, Va., types that a local favorite, Barbara Allen, is creating loads of noise in the Norfolk area with Decca etching of "Between Now And Then."

Ned Needham advises that all parties concerned should stop sending mail to his Ocala address. Starting Aug. 3rd Ned takes a 90 day leave of absence to tour the western states looking to buy into a station.

Eddie Dyer, one of the old-timers in show biz holds down the comedy portion of the Old Mill Ranch Shows, in Webster, Mass., for the summer, along with "Country Cousin" Clem from Carroll County. "Cousin Johnny" Small, C&W Director at WNLC-New London, Conn., handles the shows with "Utah Kidd" on the emcee end.



SMOKEY WARREN

Plans for the big "Western Day" in the Northwest, is well underway. It will be held in Phalen Park, Saint Paul, Minn. on August 11th with a live C&W show, with artists, and a radio broadcast over KEVE. This year, as a special attraction, there'll be pictures, records, and other means of promotion on the grounds for the fans. Artists, d.j.'s, record people, etc. wishing to donate some of their material should write Manske Girls, 485 N. Kent St., St. Paul 3, Minn.

Horace Logan, who has produced the KWKH-Shreveport "Louisiana Hayride" almost from its inception, has left to manage the Dandelion publishing company and to act in movies in Hollywood. Frank Page, KWKH Program Director, who has been the Assistant Producer of the show for six years will take over the reins of the "Hayride." Frank is well known in the music business and along with Mr. Logan helped to discover some of the biggest names in music today. The program will continue its popular format of presenting top stars, and developing new talent that show promise. Frank takes over the "Hayride" on August 1st. Incidentally, the present cast of the "Hayride" includes David Houston, Bob Luman, Bob Gallion, Benny Barnes, James O'Gwynn, Betty Amos, Martha Lynn, Jack Ford, Hoot and Curley, Tibby Edwards, Bud Deckleman, and Eddie Bond. The Announcers are Norm Bale and Jeff Dale.

Shorty and Smokey Warren and all the Western Rangers along with Billy Willow open for one week at the 'Brown Derby Tavern' in Toronto, Canada, Aug. 12th and the following week they'll do a string of one-niters for GAC & HAMID throughout Pa., N.Y. and Md. On the same bill will be Marvin Rain-

water, Betty Foley, The Polka Dots, Elton Britt and the Ramblin' Hoedowners. The tour was arranged by Smokey Warren.

Slim Coxx and the Cowboy Caravan of WVKO-Springfield, Mass., are excited over the soon due Event release featuring Jimmy Stephen. Event exec and talent scout, Jim Small predicts that this is gonna be a really big one for the boys. The Caravan is currently featured at Lake Compound in Bristol, Conn.



BILLY WILLOW

"Cherokee" Thelma Blackmon, who can boast a little Cherokee blood, guested recently on the new "Oklahoma Hayride" show seen on KGEO-Enid, Okla. The cast includes the Serenaders, Stubby & Lucille, Kenny & Louise Driver and piano man Boyce Hawkins. Thelma advises that she'll be working on the "Hayride" very often and that any artist coming thru the area and wishing to appear on the show should contact the Serenaders care of the station. The chirp is also stirring up some noise with her latest MGM waffle, a pair of Beaudlaux Bryant tunes tagged "Living Doll" and "I'll Never Believe It."

Joy Anne Farmer and her magic steel, featured instrumentalist over "Search For Talent" on KOCs in Ontario, Calif. for the past 2 years as well as working casuals and has been booked by manager, J. E. Swarr, for the month of July to play at the Fred Maddox show from his remote location in Chino, Calif. and will be making personals in northern Calif. next month. Maddox opened to a very large crowd July 13th with over 30 guest artists and performers on hand to furnish the music in addition to special guests, Don Deal, Betty Luther and Joy Anne Farmer. Fred has a beauty contest each Saturday with many fine prizes and is said to have one of the first shows of this kind in his area to feature country music and beauty contests. Artists passing through are urged to contact J. E. Swarr at Box 107 in Maywood, California.



THELMA BLACKMON

"Balin' Wire" Bob Strack, KIMO-Independence, Mo. reports a big attendance at Happy Hollow Lake for their second show of the season. Billy Walker was the special guest. The Texas Rangers were spotlighted on July 20th and Texas Bill Strength is due in soon.

Bill Price, formerly with XERB-San Diego, Calif., is now spinning 'em at WBLU-Salem, Va. where he does a 2 hour pop show, every morning, from 8:00 to 10:00 A.M. and a country show, 6 afternoons a week, from 5:00 to 7:45 P.M. Salem is a suburb of Roanoke, Va., located 2 miles from the center of town. At present, Bill adds, the service from the record companies is below par and he'd appreciate it if all the companies, artists and promotion men would take note.

According to word from Tom Edwards, WERE-Cleveland, Ohio, Bill Carlisle guested on the July 13th, Circle Theatre Show in Cleveland followed by Jimmy Newman on the 20th and Mac Wiseman on the 27th. Tom wants to be kept in mind for artists passing through his area to appear on his Tuesday night TV show.

Hal Smith, General Manager of Gaylord Music feels that newcomer Curley Sanders has what it takes to become one of the top artists in the business. Curley's initial pairing on the Concept label is tagged "Walking Blues" and "This Time."



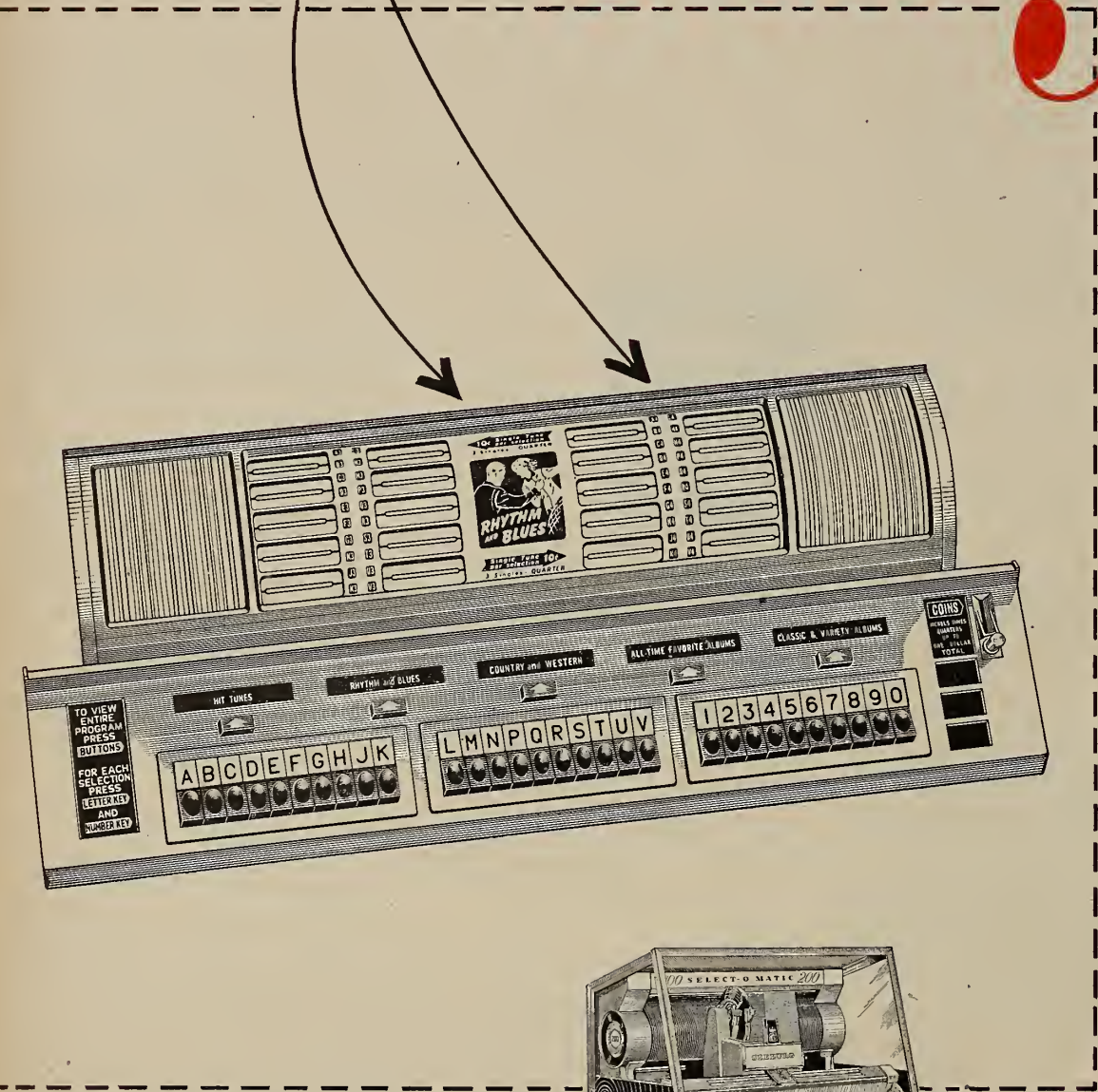
JOY ANNE FARMER

Received the latest issue of Ernest Tubb's fan club quarterly, "Melody Trails." Pictured on the cover are Tubb's 'pride and joys,' Mrs. E. T., with Gayle, E. T. Jr. and Erlene. Inside is an article on son, Justin Tubb, who married a Nashville gal, Bea Swift, on their way to the May 21st Jimmie Rodgers Memorial Day ceremonies in Meridian, Miss.

Johnny Bond will take leave of his regular chores at Town Hall Party, KTTV, Los Angeles, in order to take his family to Oklahoma for a vacation. He will then go on to Chicago and New York on Song business in conjunction with his two (2) music firms, Vidor Publications, Inc. and Red River Songs, Inc.

Attention: Please address any information concerning Country Music and talent to Ira Howard, Country Editor, The Cash Box, 1721 Broadway, New York 19, N. Y.

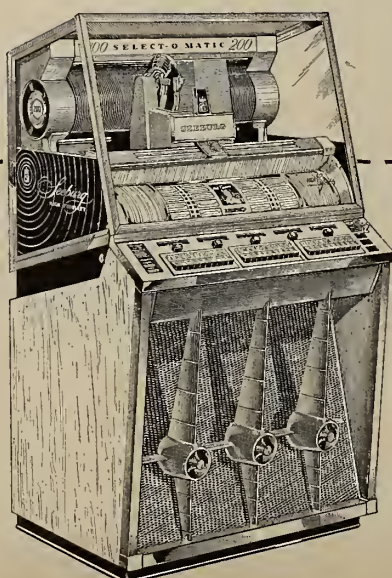
# Quick easy



It's quick and easy to make selections at the Revolving Drum Program Selector. That's because the 200 selections are cataloged—40 at a time—under five basic musical classifications.

## Dual Pricing

The selection panel of the Seeburg 200 is perfectly matched to the principle of dual pricing. This permits programming single records at one price and album records (two tunes per side) at a proportionately higher price.



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 DEPENDABLE MUSIC SYSTEMS SINCE 1902  
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*Division of Fort Pitt Industries, Incorporated*

*America's finest  
and most complete  
music systems*



**Here**

and

**There**

# THE NEED FOR PROPER PROGRAMMING GROWS GREATER

★ *Top Pop Hits* ★ *Standards* ★ *Semi-Classics* ★ *Country* ★ *Rhythm & Blues* ★ *Jazz* ★ *Foreign Languages* ★

WASHINGTON, D. C.—This item will be of interest to exporters in this country who were doing business with Colombia, and whose payments have been tied up. It is reported that Colombia has experienced a drastic improvement in its monetary reserves and the Colombian peso has firmed at a more favorable rate since that country adopted exchange reforms only a month ago. Martine del Corral, president of the Banco de Bogota, a member of the Central Bank (Banca de la Republica) and a member of Colombia's Economic Council, is in Washington to explore the possibility of a loan to help pay off past due Colombian external commercial debts. As of May 1, Colombia's overall external commercial debt amounted to \$444 million. Of this amount, \$272 was taken care of by a plan under which U. S. and other foreign exporters are being paid 60 per cent in cash and 40 per cent in 30-month notes. Of the additional \$172 million of external debt, \$125 million is owed to U. S. shippers.

NEW YORK—It's an acknowledged fact that taxes in the United States have become extremely high. On page 88 (part II) of the 15th Anniversary Issue, The Cash Box reported that the first 43 states who completed their new budgets show that all will spend more in the year to come, and will be looking in all directions for additional revenue. Coin machines is usually one of the businesses the legislatures pick on. But, let's look at the lighter side, fellows. Reuters, the British news agency, recently reported that many suggestions have been advanced to help India's faltering finances. A member of the Assembly of Madras suggested that a tax be levied on prayers. Mr. K. Anbazhagan reasoned that many rich people go to the temples to "buy" peace of mind. He said that they pay the equivalent of 10 cents for each prayer.

NEW YORK—Is bowling popular? No one has to tell those in the coin machine industry, as games manufacturers, distributors and operators have seen their games become the most popular sellers these past years. But, how popular is bowling? Brunswick-Balke-Collender Company reports that sales and earnings for 1957 continue to show marked increases. B. E. Bensinger, president, said that bowling alleys are opening at the rate of 4,000 per year.

There's a lot more to proper programming than there was even just a few short years ago.

With 200 selections in the new juke boxes, the operator has to have a keen understanding of the music desired in each of his individual locations.

To make up a program of 200 profitable selections today isn't the simplest or easiest job in the world.

Selections come from the Top Pop Hits, Standards, Semi-Classics, Country, Jazz, Rhythm & Blues and Foreign Language recordings.

There are, then, thousands of records to choose from. And the operator of each juke box must take into consideration a dozen different and varied elements when choosing the recordings he requires, so as to assure himself the greatest possible intake from each location.

This means, as stated above, a keen understanding of the music desired by each and every individual location.

It means weeks of close study of each location. It means working intimately with the owner and the patrons of the location.

This can't be done in just a week or two or three. It takes time. And each week brings better understanding.

It means leaving "request" cards. It means gaining cooperation of employees in each location to advise the operator and his service men of the recordings most requested.

It means close and intimate contact with the patrons of each location. To an extent where practically every selection that appears in the juke box, in any specific individual location, will obtain sufficient play action to make it worthwhile.

Fastest shifting recordings are the Top Pop Hits, Rhythm & Blues, Country.

Slowing down from there, Jazz, Foreign Language recordings, Standards and, least moving of all, Semi-Classics.

Even in a location where the entire gamut of the different and varied records of the recording field can be used there is still a problem. The choice of artists.

Whereas one location may favor one artist, another location, for the very same tune, favors a different artist.

This means a most thorough study of the various recordings available for use in juke boxes as singles and, especially, EP's, which are, without any doubt, becoming more and more important each passing week.

There is but one definite manner in which every juke box operator can assure himself that the selections he is featuring in his machines, whether these be 100 or 200 selection phonographs are paying him by consistent play action, over and above what is known as "average" plays, is by a keen and thorough study of the likes and dislikes of the patrons in each individual location.

Proper programming, correct programming, means greater profits in every way.

It not only creates a satisfied location owner and a completely pleased patronage but, it does one big thing for the operator that nothing else but proper programming can do—it assures him of bigger and better profits as well as the finest kind of public relations.

Operators should obtain catalogs from every recording firm with whom they do business to become better acquainted with the more staple recordings—such as Semi-Classics, Standards, Foreign Language disks, Jazz.

Constant study of each week's issue of *The Cash Box* is invaluable.

Operator after operator, all over the world, has admitted this as far as Top Pop Hits, Country, Rhythm & Blues, EP's, Jazz and almost every new record introduced is concerned.

Not only are these records reviewed and rated, but are also charted, so that the operator has his finger on the pulse of their growing popularity.

Proper programming can mean the difference between profit and loss to all juke box operators all over the world.

# Letters From "20 Year Club" Members Recommend: MORE EQUITABLE OPERATING BASIS

## Hundreds Of "Old Timers" Of Industry All In Agreement With "10¢ Play Plus" To Help Meet Increasing Overhead And Higher Cost Of Machines—But Offer Various Methods And Systems To Solve Problem.

CHICAGO—The Cash Box' offices here have been flooded by letters from members of the "20 Year Club."

Almost every letter is in agreement with the "10c Play Plus" plan as presented by The Cash Box many months ago.

In this questionnaire, which The Cash Box sent to the old timers of the industry, the members of the "20 Year Club," it did not include "front money service guarantees."

The questions were strictly devoted to a more equitable percentage commission basis.

The members were asked to present their own views in regard to a more equitable operating method for the operators.

The letters are tremendously interesting. So interesting, in fact, that they are being presented individually in a series of items which will appear in this and forthcoming issues of The Cash Box.

The reader must also take into regard the fact that the men and women who are making the proposals for operators to enjoy a more equitable share of the gross intake from all of their equipment are men and

women who have been engaged in the industry for 20 years and longer.

Most of the plans point up the fact that the operator should get all or part of the expenses which are today incurred in operating any machine in any location.

For example, one well known operator shows where the operational overhead expense is easily 50% of the gross income on better locations.

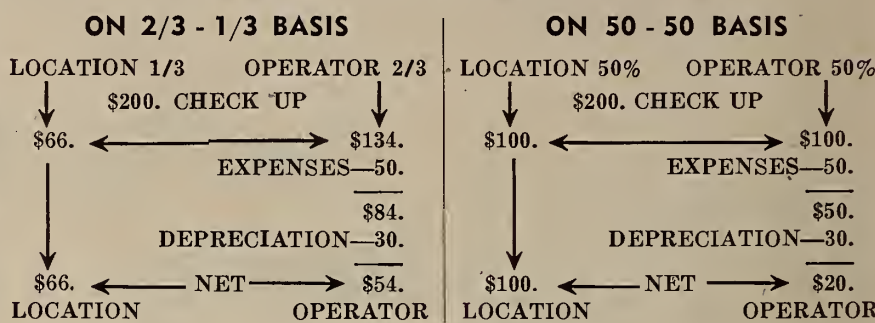
Yet, in addition to this heavy percentage, the operator must also make way for a 30% depreciation of his equipment. That is, 30% of the intake.

Because of this, the operator drew a graph to illustrate his point and proves, by this illustration, that the most equitable percentage method in the greater majority of locations, is 25% to the location owner and 75% to the operator.

There are some, of course, who disagree with this viewpoint. They have their own ideas and methods.

All will prove of great value to every operator, it is believed for, from among the many presented, there is sure to be one system which each operator can very handily feature in his own area.

## Operator Shows How To: DIVIDE NET MORE EQUITABLY



PORTSMOUTH, O.—By use of a very simple illustration, J. A. Distel of Scioto Novelty, Inc., this city, clearly demonstrates the loss that comes about to those operators who are still featuring 50-50 commission percentage basis.

"Business expenses", reports Distel, "take 50c of every dollar before depreciation.

"This leaves us (the operator) approximately 20% net.

"On a \$200 check up, the merchant receives \$100 and the operator \$100.

"But when the operator removes his expenses, which amounts to 80% of the gross intake, he has only \$20 left for himself. The location still has \$100. Certainly this isn't at all equitable.

"But on a 1/3 to the location and 2/3 to the operator basis, the net is more evenly divided.

"Even tho (as the chart shows) the operator would leave \$66 with the location, he gets \$54. Not \$20 as against \$100."

## New Games Era Ahead

### Expect New Type Games To Open Path For "Amusement Only" Operation Featuring Highly Competitive Play Action

CHICAGO—From conversations held with leaders here there is every reason to believe that a new games era is in the offing.

Manufacturers are now getting ready to produce games which, it is believed, will feature highly competitive play action while they are operated "for amusement only."

A great many new ideas have already been presented to leading manufacturers here and, there is no doubt, from among these will be born the new amusement for the new games era ahead.

As an example, a phone call from one northern city asking for information on an entirely new type gun seen in an arcade in California, aroused much interest.

This distributor advised that this was the very first piece of equipment ever operated on a commission basis in this noted California arcade. He is quite excited over this gun.

"It's absolutely entirely new and different," he said.

"Can you find out who the manufacturer is? From the information we have it's supposed to be a Chicago factory building the gun."

Other such calls have also come in. Proving that many new type products are now being tested in various cities for player reaction.

In short, the manufacturers are

not idle. They have been working right along on new amusement ideas.

Games with entirely new play principles are expected of a highly competitive nature whereby player will be more than happy to play against another player "for amusement only."

### L. A. Division, Calif. Music Merchants At New Quarters

LOS ANGELES, CALIF.—George A. Miller, State president and managing director of the California Music Merchants Association, announced that the Los Angeles division has located at new quarters at 3607 W. Pico Blvd.

"It was necessary to acquire a more suitable location for the Southern California Division", stated Miller, "due to the continual growth in membership and the impending future activities of the organization. Harry M. Green, the new business manager of the L.A. Division is going all out in a membership drive to bring in all non-members in the Southern area."

The Board of Directors, under the leadership of president Walter J. Hemple held its first board meeting here Friday evening, July 19.

### Keeney App'ts Distribs

CHICAGO—Harold Perkins, sales manager of the Vending Division of J. H. Keeney & Company, Inc., this city, announced the appointment of distributors for the well-known line of Keeney Bowlers and the 22-column Deluxe Electric Cigarette Vendor.

In Georgia, Peach State Distributing Company with offices and warehouses in Macon, 549 Pine Street, managed by A. J. Hawkins, a partner. In Atlanta, 335 Edgewood Avenue, southeast, managed by Dick Buford. In Columbia, South Carolina, 716 Huger Street, managed by Joseph E. Boyle.

In Tennessee, the well-known South Dixon of Coin Automatic Music Company, 241 West Main Street.

Perkins says these distributors now have the new Keeney products in stock and are equipped to give immediate attention to operator's requirements. Operators in the respective territories are invited to see these new machines in the distributor's showrooms.

### Bowler Wears Out

CHICAGO — Officials of Chicago Coin Machine Company, this city, felt highly complimented this past week upon receipt of a letter from a location owner in a near-by state. The letter read as follows:

"We have a 'Bull's Eye Bowler', serial No. 14665 and have had huge success with it. But it is wore out.

"What I want to know is it possible to buy a new one exactly like it?

"The man who has the machine in our place of business says they are not available and cannot find one.

"What I want to know is this true, or does he keep stalling us.

"We have had such tremendous luck with this kind of a machine, we want another one like it."

Ed Levin, director of sales, advises that he has referred the matter to the Chicago Coin distributor in the state in an effort to supply the operator with another 'Bull's Eye Bowler' for his location.

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# DEPENDABLE

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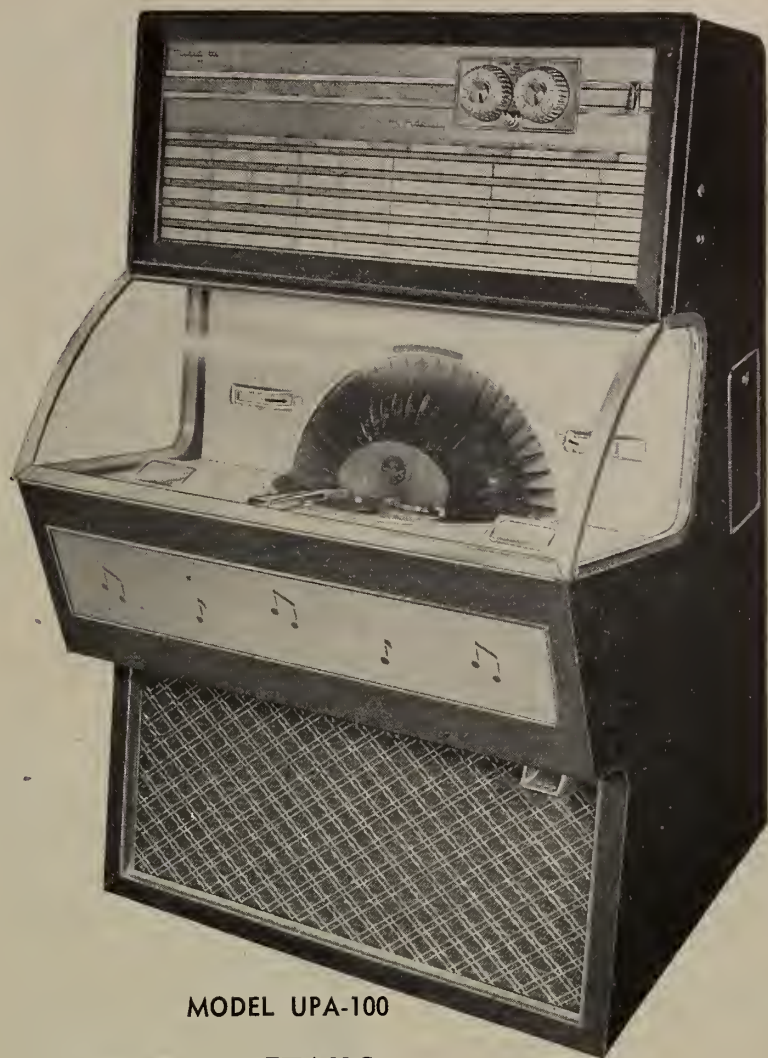
## United's New Hi-Fidelity PHONOGRAPH

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MODEL UPA-100

WRITE FOR DETAILS

## Foresee Better Business Ahead For Juke Box Field

**New Phonos Big Factor In Arranging For More Equitable Share Of Gross Intake**

CHICAGO — Leading members of the juke box industry here are of the belief that the field is sure to start moving ahead at a much faster rate.

They base this belief on the fact that more and more operators nationwide are working hard to rearrange their commission percentage basis and to obtain front service money guarantees from locations.

"Brand new models", stated one distributor here, "helps the operators to obtain a more equitable share of the gross intake.

"When the operator brings a brand new phono into his location, the owner is instantly impressed and, the operator finds, he can then talk better contract with him while, at the same time, arranging for more equitable front money or a better percentage commission basis."

Operators in various areas, one salesman reports, who neglected their phonos for some time, are now awakening to the fact that these are their most important moneymakers.

They, too, this salesman states, are getting out among their locations and are rearranging their operating methods.

"In one case", he reported, "an operator up north simply advised

everyone of his locations that play was going to 10¢, 3 for 25¢ and his servicemen went out and made the changeovers.

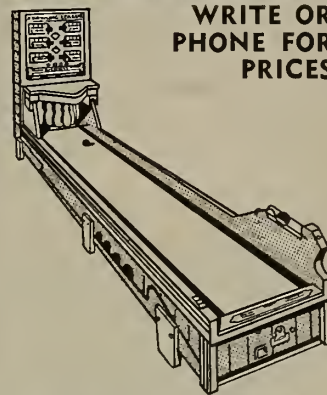
"He didn't lose a single location. What's more", this salesman advises, "he is enjoying a very fine increase and because of this has the cooperation of his location owners.

"After telling him what was happening in other parts of the country", this salesman continued, "I wouldn't be surprised if, the next time I see this operator, that he has both front money and a more equitable commission basis in effect in all of his spots.

"He just simply took the bull by the horns, because of necessity, and is a happy man he did today. In the meantime", this salesman added, "he gave me the best order for new phonographs I've yet received from his firm."

Distributors, salesmen and operators, too, agree that there is bound to be better business ahead. Not only because of the new phonos, that are starting to be placed on routes but, even more important, because of the fact that operators everywhere are joining the "10¢ Play Plus" plan as originally presented and since so strongly pioneered by The Cash Box.

## RECONDITIONED 14-FOOT BOWLING GAMES



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COIN MACHINE EXCHANGE, INC.

Wally Finke & Joe Kline

## Should Operate 10¢ Play And 70%-30% Commish

DANVILLE, ILL. — "Because we have all the costs to bear", writes Frank Miles of Miles Sales & Service, this city, "which includes records, service and servicemen, rent, association dues, CPA service and a thousand other hidden expenses, in addition to trucks and truck expense, office help and, not least, the cost of the machines, we should work on a 70%-30% commission basis, in addition to 10¢ play, with all locations.

"What's more", adds Miles, "the locations expect us to pay one half of the city, state and federal licenses. Sometimes they ask us to stand all of this cost."

# Williams

Now Delivering:

- ARROW HEAD 5-Ball
- HI-HAND 5-Ball with High Card Hand, "Wild" Joker!
- 1957 BASEBALL
- CROSSFIRE Gun Game
- 6-Pocket POOL TABLE

See Your Williams Distributor

# Williams

MANUFACTURING CO.  
4242 W. Fillmore St., Chicago 24, Ill.

# Chi Music Ops' 1st Annual Dinner To Bring Out Record Attendance

## Being Held at Morrison Hotel, Sept. 14

CHICAGO—"We've just hired a fifteen piece orchestra", reported Earl Kiess of the Recorded Music Service Association's 'Entertainment Committee', "and we've already booked some of the finest acts for our first annual dinner-dance at the Morrison Hotel's Terrace Casino on Saturday night, September 14.

"What's more", Earl advised, "tickets are going faster than we ever dreamed they would.

"It seems", he added, "that everyone wants an entire table, and all want front row tables.

"All I can say", he gasped, "is that from present, advance indications, this is going to be the biggest ever.

"I wouldn't be surprised", he stated, "if we're sold out long before September rolls around."

"A word of warning to the procrastinators", he concluded. "We are most anxious to make this a successful, happy affair, and we don't want to hurt anyone's feelings by being unable to supply them with tickets. Therefore, please send in your reservations immediately."

# U.M.O. Sponsors 1st '57 Record Hop



DETROIT, MICH. — The United Music Operators of Michigan, this city, in conjunction with the Hamtramck Recreation Department, inaugurated their third year of "record hops".

The first of 1957 was held on Thursday, July 18, at the Veteran's Memorial Park, with approximately 3,000 teen-agers on hand. The floor show, featuring recording artists and local talent, ran from 7 to 10 P.M. Featured were the De John Sisters of Mercury Records. Also performing were Vickie Adams, appearing through

the courtesy of the U.M.O.; the "Esquires" and "Escorts", two local teenage bands from Hamtramck; Sherry Rodgers, vocalist; and Christine Niebrzydowski, dancer.

Records were donated by the various companies for door prizes and dance contests.

Pictured above is Roy Small, U.M.O. councilor and public relations counsel, flanked on left by Adele Storm, U.M.O. office secretary and mistress of ceremonies for the hop, and on the right by Vickie Adams.

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Merci! Danke Schoen!

... for the wonderful reception you gave our export representative during his visit to Europe. Your response to our Export Plan is very gratifying. We look forward to a long and happy business association with you. Cable COMAC, Philadelphia, Penna., for immediate Export Plan information and a personal visit with you at a later date.

Sincerely Yours,  
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**ACTIVE**

## Singapore Arcade Owner Relaxes At Home With Young Son



SINGAPORE — Pictured above is Jack Rooklyn, owner of the New World Arcade, this city, relaxing at home with his four-month son, Warwick.

Prior to World War II, Rooklyn ran a large sized arcade in Sydney, Australia.

Distaff side of the family, also very proud of their child, is the missus, Joan, who was probably in the kitchen fixing the baby's formula when the photo was taken.

## Urges Guarantees From \$10 To \$18 Per Week

MINNEAPOLIS, MINN. — Dan Heilicher of Advance Music Company, this city, believes that the answer to operating profits lies in a series of guarantees.

"A guarantee on an 80 selection phonograph should be \$10 per week", he says.

"On a 100 selection phono it should be \$12 per week. And on a 200 selection model", he concludes, "the guarantee should be \$18 per week."

This is in addition to 10¢ play.

## Would Like To See 20% Federal Cabaret Excise Tax Repealed To Bring Back Teen-Age Dancing To Juke Box Music

CAMBRIDGE, MD.—Stacy L. Lewis of this city believes in 50-50 commission, "because", he advises, "it makes the merchant happy and satisfied."

He suggests, "Let's appeal to our Congressmen and Senators to repeal the 20% Federal Cabaret Excise Tax.

"What really hurt the phonograph business", Lewis believes, "at least in this part of the country, was during the war when the Government put a 20% excise tax on food or drinks where merchants allowed dancing to the juke box.

The teenagers love to dance to the juke boxes. This 20% cabaret excise tax should be repealed. It's the one thing responsible for much of the delinquency among teenagers.

"The merchant cannot afford to charge the teenagers 20% extra on their colas or the other items that are sold to young boys and girls."

Editorial Note: The House Ways and Means sub-committee, a week ago, approved a cut in the Federal Cabaret tax from the current 20% to 10%. Bill will now go before the Congress. (See stories The Cash Box, July 27 issue, pages 40 and 53).

## Music Op Becomes Preacher

CROFTON, KY.—Sam C. Miller, formerly of Favorite Phonograph Company, Bowling Green, Ky., has become a Methodist preacher and has moved to this city.

## Suggests 3-Way Cash Box

CEDAR RAPIDS, IA.—Charles E. Novak of this city suggests a return to the type of cash box which was featured in the old reel type penny counter games.

"My idea", he suggests, "is a device to be worked out by the manufacturers that would automatically place the money collected by the machine into a 3 compartment cash box. 40% for the location. 50% for the operator. 10% to cover the operator's various expenses.

"I remember years ago", Novak continues, "Rock-Ola had a phonograph that had a coin divider. The machine had one compartment for the location and another for the operator. You can give the key to the location owner for his compartment and he can remove his percentage anytime he needed money. His money would be in a separate cash drawer from that of the operator.

"In order to correctly work out this idea, one would have to take into consideration such as money collected in wall boxes. How nickels, dimes and quarters inserted in the phono could be divided with every tenth coin of each denomination going into the third compartment."

## Husband-Wife Op Team Agree "It's 60-40% Commish"

BLOOMINGDALE, MICH. — Mr. and Mrs. Everett Stockham, a husband and wife music operating team, this city, agree on 60%-40% as the commission basis for music ops.

"The locations are more pleased", they state, "when they are on a straight 60%-40% commission basis.

"Some of our locations still on 50-50", they report, "are extra good spots."

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M-100A 45 RPM CONVERSION KIT	\$69.50

**Bally ABC TOURNAMENT  
Keeney BOWL-O-RAMA  
Valley 6-POCKET POOL  
Chicago Coin BOWLING LEAGUE**

Phonographs Steam Cleaned—Reconditioned  
Exclusive Seeburg Distributors

TERMS:  
1/3 Dep.,  
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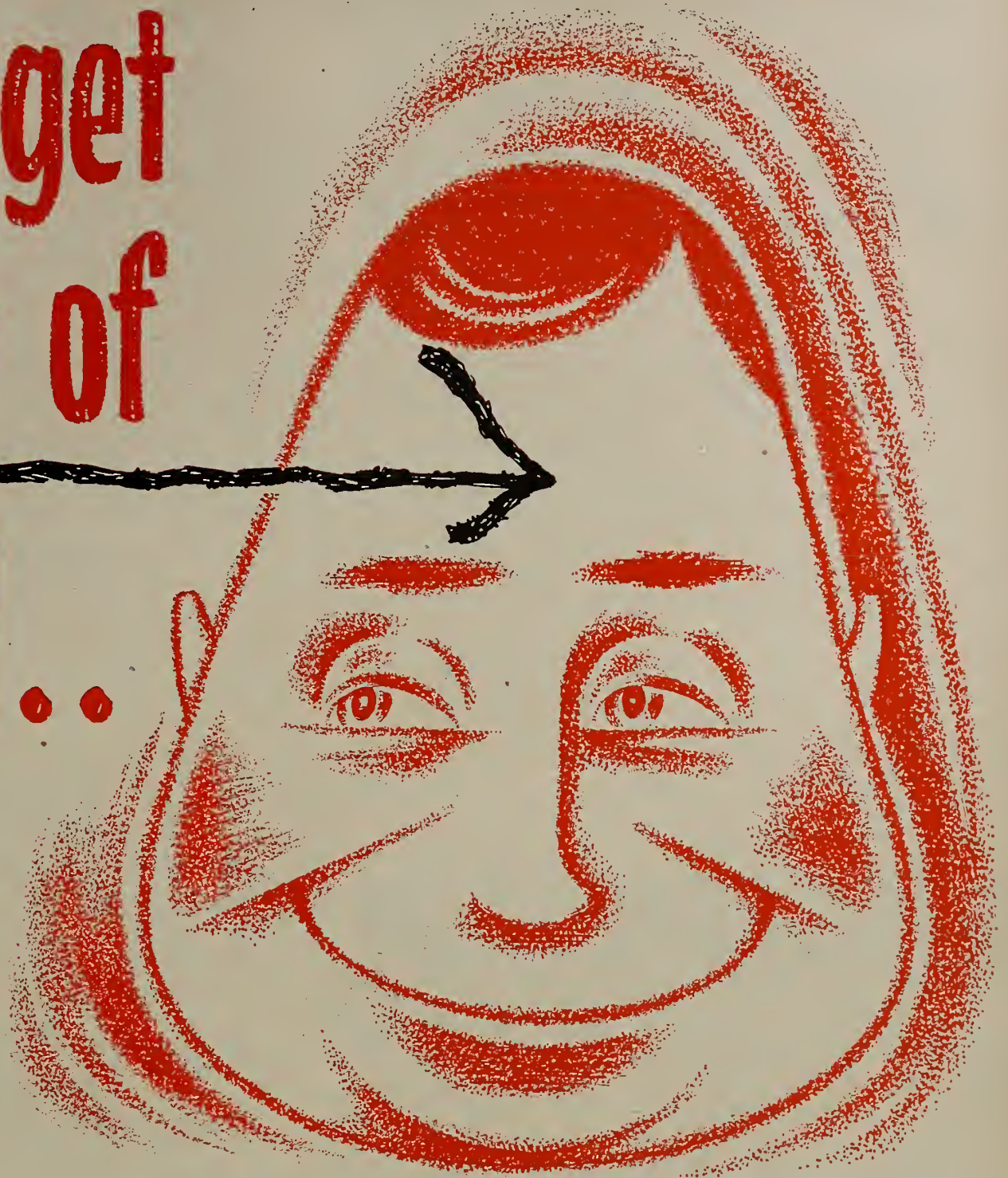
A Quarter Century  
of Service

**ATLAS MUSIC COMPANY**

2118 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmitage 6-5005



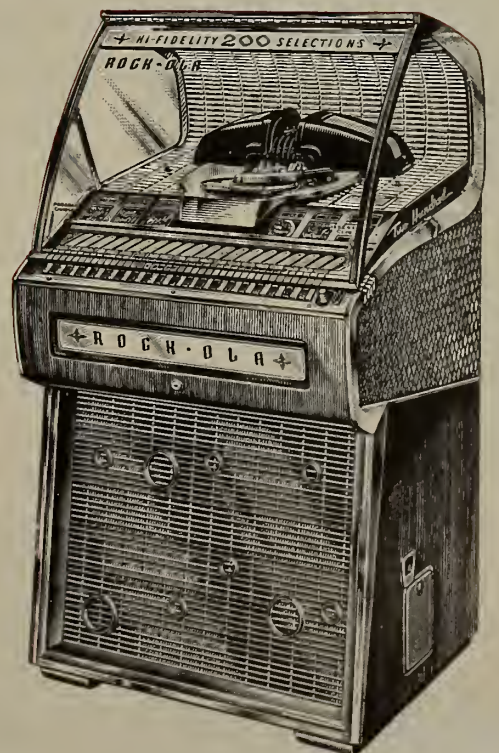
You'll get  
Peace of  
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when you BUY  
**ROCK-OLA**

the Phonograph that proves itself on location with

- Proven time-tested mechanism*
- Proven time-tested <sup>original</sup> rotating magazine*
- Proven time-tested <sup>original</sup> rotating program*
- Proven profits with <sup>the only</sup> single button selection system*
- Proven service reliability*



200, 120, 50 Selections

**ROCK-OLA MANUFACTURING CORP.**  
800 N. KEDZIE AVENUE • CHICAGO 51, ILLINOIS

# Commends "The Cash Box" For "Int'l C. M. Export-Import Council"

## "Organization A Necessity" —

PHILADELPHIA, PA. — "Your suggestion for forming an 'Export-Import Council' has our unqualified support", stated both Jacques Palmer and Hank Groenteman of International Amusement Company, this city, this past week in a letter to this publication.

"We, at International Amusement", these men continued, "feel that such an organization is a necessity. It will enable coinmen from all parts of the world to explain their views as well as their needs and air their problems. We certainly hope that the leading manufacturers will assign representatives to this 'Council'."

"Belgian Amusement Company, our European affiliate, for years has been clamoring for a body which would explain the problems of the phonograph and amusement businesses on the European continent. Many of the unfavorable rulings by custom officials in various European countries against coin machine importers might have been prevented if there had been such a 'Council' to present this industry's

views in a unified and dignified manner."

The men also go on to point out the importance of unity among the importers as well as exporters. They believe that "forums" will provide a perfect place for "an exchange of ideas and an understanding of mutual problems".

"We feel", they state, "that a very large void will be filled by the creation of an 'Export-Import Council'."

Not only are both Palmer and Groenteman enthusiastic over the formation of *The Cash Box* "International Coin Machines Export-Import Council" but report that:

"Sal Groenteman and Albert Polak, co-owners of International Amusement and Belgian Amusement, will certainly be heartened by your plan. We know they will do everything possible to assist *The Cash Box* in the formation of this 'Council' during their travels on the European continent."

Other letters of just as great commendation have also been received from leaders in the import-export fields.

All are enthusiastic over the formation of *The Cash Box* "International Coin Machines Export-Import Council".

All hope for its quick creation. And all want memberships so that when the first annual meeting is called they will be able to attend and present their views for a closer understanding as well as a finer relationship between importers and exporters of the industry.

Meetings are planned in Europe. Preferably in Paris this fall. A meeting is also being arranged for Caracas, Venezuela and still another is planned for Tokyo.

It is hoped that the results of these meetings will culminate in one big annual meeting in the U.S. Some have already suggested that the meeting can be held during the time of the MOA convention in Chicago.

## "Assign No. 2 Membership To Me" —

NEW YORK—"I am mainly in the export business", reports Suren D. Fesjian of Mondial Commercial Corporation, this city, "however", he adds, "I sincerely believe that *The Cash Box* 'International Coin Machines Export-Import Council' will greatly promote finer relationships between international exporters and importers."

"I would like to praise *The Cash Box* for creating the 'International Coin Machines Export-Import Council'."

"Since our friend Joe Mangone of Florida", continues Fesjian, "is 'Member No. 1' please assign me, in the Council as Member Number Two."

### U.S. Manufacture And Distributor Exporters:

CHICAGO—All manufacturers and distributors in the U.S. who export coin machines are urged to become members immediately of the "International Coin Machines Export-Import Council".

Membership cards and certificates are now being prepared and these will be forwarded to all members of the "International Coin Machines Export-Import Council" just as soon as they are ready.

### WE ONLY Advertise What We Have in Stock

#### MUSIC

Special! Special! Special!

Rock-Ola 1448's ..... \$595.00  
can't tell from new.

Rock-Ola Comets ..... \$445.00

#### SEEBURG

Model R ..... \$675.00  
Model V200, like new ..... 745.00  
Model G ..... 595.00  
Model M100A ..... 175.00  
Model B-45 RPM ..... 375.00

#### AMI

Model A converted to 45 RPM ..... \$ 99.50  
Model B converted to 45 RPM ..... 179.50  
Model C converted to 45 RPM ..... 199.50  
Model D40 ..... 249.50  
Model D80 ..... 295.00  
Model E80 ..... 375.00  
Model E120 ..... 445.00  
Model F80 ..... 545.00  
Model F120 ..... 645.00  
Cellar Jobs converted to 45 RPM ..... 245.00  
Wall Boxes for same. Ea. ..... 19.50

#### ACT QUICKLY!

1/3 Deposit, Balance C.O.D.  
WRITE FOR COMPLETE LIST  
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### DAVID ROSEN

Exclusive AMI Dist. Ea. Pa.  
855 N. BROAD STREET, PHILA. 23, PA.  
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### CLOSEOUTS

1 AMI G200	\$650
2 AMI G120	600
4 ROCK-OLA 1446	500
5 WILLIAMS CRANES	150
2 GENCO SKILL BALLS	300
1 WILLIAMS ROLLER BALL	350
1 GENCO QUARTERBACK	175
1 GENCO CHAMPION BASEBALL	175

#### WANTED

100 Low Priced BINGOS, 100 UNITED, CHI. COIN, BALLY & KEENEY SHUFFLE ALLEYS, GOTTLIEB & WILLIAMS PIN GAMES, GUNS & OTHER ARCADE EQUIPMENT.  
SEND IN COMPLETE LISTS

Exclusive Gottlieb, Williams, Seeburg, Chicago Coin, Genco and International Mutoscope Distributors.



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IN NEW ENGLAND  
IT'S TRIMOUNT!

40 WALTHAM STREET  
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Tel. Liberty 2-9480

## ATTENTION!

### DO YOU EXPORT? DO YOU IMPORT?

It is to your best interest and continued future better business welfare to join—absolutely free—"The Cash Box International Coin Machines Export-Import Council".

Write for your membership card today to:

THE CASH BOX  
32 W. RANDOLPH ST., CHICAGO 1, ILLINOIS, U.S.A.

## ACHTUNG!

### EXPORTIEREN SIE? IMPORTIEREN SIE?

Es liegt in Ihrem höchsten Interesse und gereicht zu Ihrem besten künftigen Geschäftsvorteil wenn die dem "Cash Box International Coin Machine Export-Import Council" (dem Internationalen-Münzmaschinen-Export-Import-Rat des "Cash Box") vollständig gebührenfrei beitreten.

Verlangen Sie heute noch Ihre Mitgliedskarte!

THE CASH BOX  
32 W. RANDOLPH ST., CHICAGO 1, ILLINOIS, U.S.A.

## ATTENDEZ!

### EXPORTEZ-VOUS? IMPORTEZ-VOUS?

C'est dans votre propre intérêt et pour améliorer l'avenir de vos affaires commercial, que vous pouvez devenir membre, et à titre gratuit, du "Cash Box International Coin Machine Export-Import Council" (Conseil International de l'exportation and de l'importation de Machine Automatiques du "Cash Box").

Ecrivez-nous aujourd'hui pour recevoir votre carte de membre!

THE CASH BOX  
32 W. RANDOLPH ST., CHICAGO 1, ILLINOIS, U.S.A.

## ATTENCION!

### SI UDS. EXPORTAN? SI UDS. IMPORTAN?

Les seria sumamente ventajoso para el desarrollo en el futuro de continuos y prósperos negocios, asociarse, sin cargo alguno, al "Cash Box International Coin Machine Export-Import Council" (Consejo International de Exportación e Importación de Máquinas Accionadas por moneda "Cash Box")

Escriba hoy solicitando su tarjeta de socio.

THE CASH BOX  
32 W. RANDOLPH ST., CHICAGO 1, ILLINOIS, U.S.A.

## ATTENZIONE!

### SE ESPORTATE? SE IMPORTATE?

Sara' a beneficio assoluto del Vostro interesse e del continuo miglioramento futuro della Vostra prosperita' commercial iscriverVi senza pagare un centesimo al "Cash Box International Coin Machine Export-Import Council (Consiglio Internazionale di Importazione ed Esportazione Distributrici Automatiche "Cash Box")"

Richiedete il tesserino di iscrizione oggi stesso!

THE CASH BOX  
32 W. RANDOLPH ST., CHICAGO 1, ILLINOIS, U.S.A.



# Through The Coin Chute

## NEW ENGLAND NIBBLES

Heat wave continues in N. E. with coin biz at fun spots, beaches, resorts and all amusement areas very big. Distributors are relaxing a bit with the big push of arcade equipment having levelled off, but the ops are plenty busy. Music is holding good.

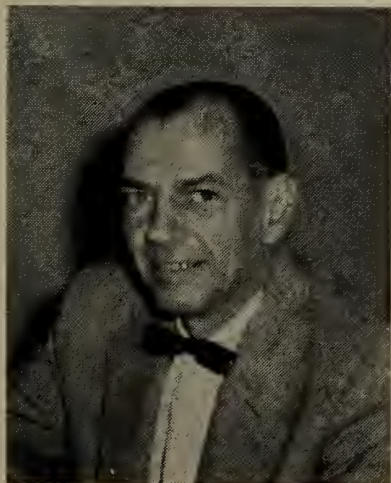
At Associated Amusements (Rock-Ola), Ed Ravreby back and forth from summer home in Hyannis, reports "things were never brighter" for all departments of coin biz, from music to pool tables. United bowlers going strong here with demand greater than supply. Rock-Ola 120 and 200 phonos making a big place in N. E. and are very well spotted. All ops are seeking used machines. Dick Mandell, gen. mgr., and Mrs. Mandell summering on the Cape at Hyannis with Dick keeping up his flying instruction and heading toward a full pilot's license. . . . At Trimount Automatic Sales Corp., (Seeburg), Erwin Margold reports hectic days, with terrific biz and staff finding the air conditioning a real morale builder in the heat wave. Going hot are Gottlieb's pin game; Williams six pocket pool table, "Baseball," and "Cross-fire"; Seeburg phonos. Big results too for "Voice-O-Graph" and "Gypsy Grandma". Export biz is up with demand for used music and games high. Dave Bond, prexy, on vacash at Martha's Vineyard. Dan Brown, sales, back from Maine vacash; and Dave Riskin, sales, returned from vacash this week. . . . William Beattie, vet Holyoke op, died at his summer home on Cape Cod.

At Redd Distributors (Wurlitzer), Si Redd and Bob Jones, gen. mgr., back and forth from summer places on the Cape. Biz hitting terrific pace. Action on the Wurlitzer "half-dollar" phono has been phenomenal this summer, Jones reports. Bowlers and games are big and reports coming in here from ops at summer resorts indicates the season has been a big, big banner one, better than any in history. . . . At Atlas Distributors (AMI), Louis Blatt beating the heat with week ends at his N. H. estate. Biz levelling off during heat wave, but demand for AMI phonos has been constantly on the increase. Barney Blatt still recuperating at home.

Big influx of record artists into the area for dates at danceries and clubs. . . . Amby Hughes, Souvenir diskier, into the Hi-Way Casino, and is now managed by Hub's Bill Kirlis. . . . Ruth Shapiro, disk promoter, off for record promosh tour in behalf of Eileen Rodgers, Janice Harper, and Rose Marie to Baltimore, Washington, Atlanta, New Orleans, St. Louis, Chicago, Milwaukee and Detroit. . . . Jodi Sands current at the frolic in Revere. . . . Stan Wilson current in the Bradford's Carousel.

## United Delivering New Ball Bowler "DeLuxe Bowling Alley"

Available in 3 Lengths-11, 14 and 18 Ft.



BILL DeSELM

CHICAGO — Bill DeSelm, sales manager of United Manufacturing Company, announced this past week that the firm is delivering the new "DeLuxe Bowling Alley" to its distributors.

DeSelm stated that the game is built according to specifications demanded by operators who desire a ball bowler with an outstandingly beautiful cabinet which would be easy to install and, at the same time, yield high profits with no service calls.

"DeLuxe Bowling Alley" is available in the popular 14 and 18 foot lengths, with a 4 foot section that can be added or removed at the

option of the operator. The bowler is also available in the 11 foot length, for locations where a smaller game is practical.

The game comes with 3-inch balls and scores according to regulation bowling scoring.

DeSelm was enthusiastic in describing the new streamlined cabinet, with mechanism in the back box for easy installation on location.

Playboard sections are light and easy to handle and will have in-drawer mechanism in front.

Coin chute is directly under the coin entry, which means trouble-free operation, according to DeSelm.

"Operators who want bigger bowling profits", DeSelm stated, "plus a game that is easy to handle and trouble-free in operation, ought to run over to the nearest United distributor and see 'DeLuxe Bowling Alley' in action."

### 8 Months' Test Proves 65%-35% Commish Best On Ball Bowling Games

PHILADELPHIA, PA.—"It's been proven in this area", advises Al Rodstein of Banner Specialty Company, this city, "and established for over eight months on United's 'Bowling Alleys,' that 65%-35% is best.

"Why not", asks Al, "spread it on to other equipment?"

# Phonograph REPLACEMENT PLASTICS



Guaranteed Authentic Replacements to Match Originals

Write for Quantity Prices • Distributors Write

A. M. I.

MODEL		
A	Tops, l. or r. . . . .	\$ 8.95
	Centers, l. or r. . . . .	15.45
	Bottoms, l. or r. . . . .	11.95
B	Dome . . . . .	17.95
	Centers, l. or r. . . . .	8.95
	Bottoms, l. or r. . . . .	8.95
C	Centers . . . . .	8.95
	Bottoms, l. or r. . . . .	8.95
E-40-80-120	Metal Grille for lower part of machine — eliminates cleaning plastic louvers. 2 to set . . . . .	\$10.00

### WALLSPEAKER

True high fidelity tone. Lined oak finish. 8 ohms. 8 inch speaker.

**\$11.95 each**

### SEEBURG

Model 100C—Highly polished chrome tubes replaces glass tubes. Set of 12 . . . . . \$14.95

Model 146-147-148 Domes . . . . . 15.95

Model C—Chrome Pilasters . . . . . 17.50 pr.

**LONG LIFE PLASTIC REPLACES ORIG. GLASS**

Model 100R-100 Door side . . . . . 4.10

Model 100C Dome side . . . . . 2.75

Model V200 Dome side . . . . . 3.70

Model 200 (100 sel.) W.O.M. \$1.75 (200 sel.) W.O.M. 1.95

### WURLITZER

MODEL 1250 Center Dome . . . . . \$18.95 Dome Ends, ea. . . . . 6.10

MODEL 1400 Center Dome . . . . . 13.45 Dome Ends, ea. . . . . 10.50

Bottom Sides, set of 2 \$16.50

MODEL 1500 Center Dome . . . . . \$14.50

MODEL 1015 Top Corner, l. or r. . . . . 7.50 Lower Sides, ea. . . . . 5.50

Replace old glass bubbler tubes with Plastic Twisted Rod Sets, 4 straight clear — 4 curved colored. \$7.75

**ROCK-OLA**

Available to fit Models 1422, 1426, 1428, 1432, 1434, 1436 and 1438.

TERMS: 1/3 deposit, balance C.O.D. or S/D. Satisfaction guaranteed. All prices F.O.B. Chicago.

## MARVEL MANUFACTURING CO.

2849 W. FULLERTON CHICAGO 47, ILL. TEL.: DICKENS 2-2424

### CoMco MECHANIC'S STOOL

Patented Easy-Roll Casters. Complete With Tool Tray.

**\$7.49**

### Better Tone at Less Cost! NEW CoMco HI-FI SPEAKERS

The Only True Low-Priced High Fidelity Speaker!

Hi Fi Wall Model . . . . . \$19.95 Hi Fi Corner Model . . . . . \$23.95

**CoMco Extended Range SPEAKERS**

Wall . . . \$11.95 • Corner . . . \$15.95 • Ceiling . . . \$11.95

## COVEN MUSIC CORP.

3181 NO. ELSTON AVENUE, CHICAGO 18, ILLINOIS (Phone: INdependence 3-2210) Cable Address: COVENMUSIK.

### Ops Must Push And Promote For Better Biz

WEST MONROE, LA. — L. F. Fowler of Independent Coin Machine Company, this city, has a message for the trade.

"Talk to the location owner and to his employees", suggests Fowler. "Tell them business is like a wheelbarrow. You've got to push it.

"Make them think their competitor is just a little bit ahead of them. Let them know that their profit from coin machines is greater in percentage than from any other product they sell.

"They can use selling methods of all kinds as long as they don't offend the customers. Promotions such as printed napkin holders, menu covers, drinking glasses with statements such as 'Play The Juke Box' and so forth are all very valuable.

"Other promotion pieces should carry the message, 'Ask The Waitress To Select Your Favorite Tune', also, 'Our Music Is Sweet', etc.

"In short, push and promotion is necessary today."

Remember for **EXPORT** it's

**International Scott Crosse Co.**  
SCOTT CROSSE COMPANY  
1423 Spring Garden Street, Philadelphia 30, Pa. Rittenhouse 6-7712  
Branch: 819-821 Lackawanna Ave., Scranton, Pa.

SEE THE ALL-LOCATION LINE BY

# WURLITZER

PIONEERS OF 50 CENT PLAY

**MUSIC**

10 ROCKOLA 1446 ..... \$495  
 WURLITZER 2000—1900—1800—1700—1500A  
 —1550 . . . Write—Wire—Call  
 SEEBURG V-200 . . . Write—Wire—Call  
 AMI G-200—F-120—E-120 . . . Write—Wire—Call

<b>SPECIAL</b> CHI. COIN STEAM SHOVEL in original crate	Clean—Reconditioned BALLY CHI. COIN UNITED 14 FT. BOWLERS	<b>BINGOS</b> 200—Used SHOWTIME KEY WEST BIG SHOW NITE CLUB BROADWAY Write—Wire—Call
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**WANTED—CHICAGO COIN BLINKER • BULLS EYE •**  
 6 PLAYER SKI-BALL

**Nedd** DISTRIBUTING CO.,  
 298 LINCOLN ST.  
 ALLSTON 34, MASS.—AL 4-4040

Exclusive distributor for  
**WURLITZER**  
**BALLY**  
**EXHIBIT**

WE WILL SHIP ANYWHERE

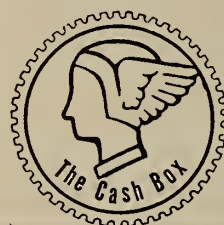


**Through The  
 Coin Chute  
 EASTERN FLASHES**

What's doing this week? Well, we quote from a national business daily newspaper: "The discomfort over the current heat wave is matched only by the discomfort over the elusiveness of current business news." While business on coinrow kept going, execs didn't seem to be interested one way or another—or at least were so wilted they didn't seem to be able to work up enough energy to advise us of any "news." However, we know business was proceeding by the activity of the personnel in these wholesalers, and the operators who were visiting.

We had an idea that Willie (Little Napoleon) Blatt and the missus, Sydelle, of Miami, Fla., who were vacationing in the big city a few weeks ago, had returned home. But, we find out that they're further away from home than before. We understand they spent this past week-end in the upper part of New York State, and may have even taken a trip to Canada. . . . Over at Runyon Sales, Barney (Shugy) Sugerman was out, but the rest of the staff moving at a rapid pace. They welcomed the opportunity for a respite when we dropped in, but their conversations were all about their week-end vacation activities. Louie Wolberg, who takes every Monday off, spoke about his trip to the Evans Hotel in the Catskills; Morris Rood, who takes every Friday off, was already planning on what he would do during the next week-end; and Buddy Fox, also a Friday man, looking forward, too, to a baseball game. . . . Al Ferber, one of the city's most progressive ops, planning on an August holiday to Miami. He may have company, as Lou Price also thinking along same lines. . . . Still the busiest wholesaler on coinrow, Mike Munves can't even think of a rest for the next five or six weeks. In addition to domestic sales, Munves shipping loads of machines all over the world. Joe Munves, in conjunction with your correspondent, put on a rib for Mike. Speaking loudly, Joe started telling us that he was leaving this week-end for a vacation. Mike, busy at his desk, lifted his head in amazement and shouted "What?" When we all laughed, Mike relaxed and went back to work. Joe, however, is leaving on a southern trip.

Meyer Parkoff and Murray Kaye, Atlantic New York Corp., took time out from their busy day, to make a far western coinman feel at home. Asher Pizante of Vallejo, Calif., who was visiting his daughter here, dropped in to say hello. Pizante, who had planned on a European trip, cancelled out due to his daughter's illness. He plans on staying in the big city another 3 or 4 weeks. A brother from Turkey is expected here in two weeks, then both will return to Vallejo. Pizante, a member of The Cash Box "20 Year Club," has operated on the West coast for the past 27 years. . . . Al Simon and Al D'Inzillo, Albert Simon, Inc., advise that ops are finding Genco's "Sweet Twenty One—Number Roll" a good money maker, and sales are spurting. However, big event here was the arrival of a fourth child to mechanic Tom McKee. This one, a girl, Debra Dolores, was born Sunday, July 21. . . . Joe Young and Abe Lipsky out when we called at Young Distributing. "Vacationing"? we asked. "No, working," we were told. . . . Dave and Sylvia Lowy spent the last week-end at Winsted, Conn., visiting their two children at Camp Delaware. Marilyn a counsellor there, and Mike a camper. . . . Hymie Koepfel, Koepfel Distributing, left Thurs., July 25, for his long planned vacation trip to Mesa, Ariz. Hymie, his wife, daughter and son-in-law driving out. Hymie will fly back around Aug. 10 or 11. Then brother Harry and his wife will take off for Santa Clara, Calif. . . . Irving Kaye, Irving Kaye Co., Inc., advises the firm is enjoying a most busy summer. Says the firm's Conversion unit (converts 3-hole bumper pool tables into 6-hole regular pool game) going great. . . . Neither heat nor humidity halts the activities of the aggressive, hard working Gertrude Browne, Beacon, N.Y. She makes her regular visit to wholesalers for parts, supplies and equipment.



**Through The  
 Coin Chute  
 UPPER MID-WEST MUSINGS**

Johnny Butterac, Arrowhead Amusement Co., Hibbing, Minn., has taken on a line of ice cube machines, and is doing a very nice job of selling them in the range area. Says that the extra money along with his route helps a lot. . . . Fran Beffarra, Delmo Novelty Co., Hibbing, Minn., opened a premium discount-house in Hibbing and it's going over big. . . . Chet LaDoux of Virginia, Minn., is spending a lot of time at his lake home. Moved the family to the lake last month. Chet is doing a lot of fishing. . . . Vern Howard of Virginia, Minn., is plenty busy these days. Vern opened a new store on the main street. Sells records, novelty jewelry, radios, and other novelties. . . . Ed Petek of Ely, Minn., in Mpls. Brought his family with him for the week. One of the reasons—so his family could see the Shriner's parade. . . . Plenty of operators and their families will be in Mpls. the next ten days as the Mpls. Aquatennial opens Sat. July 20. . . . Leo and Earl of the B&B Novelty Co., Superior, Wisc., have a Summer Agreement. They alternate every other day and go fishing. . . . The Davidson's of Spooner, Wisc., are living at their summer cottage which is only eight miles from town. Frank is in the lake every morning for a swim before going out on the route. . . . Dar Holsman of Big Fork, Minn., and Frank Mager of Grand Rapids, Minn., in Mpls. for the day to pick up records and other misc. items. Both report that the resort areas are booming, filled to capacity every day. . . . Bun Mraz, Northland Music Co., Brainard, Minn., also reports that the tourists are coming through by the thousands. Almost impossible to get accommodations. . . . Russell Gherty of Baldwin, Wisc., in town for the day making the rounds. . . . Kenny Glen, Mayflower Dist. Co., St. Paul, Minn., taking a well deserved vacation.

**BINGO GAMES!  
 QUANTITIES AVAILABLE  
 LOW—LOW—LOW PRICES!**

SHOW-TIME—KEY WEST—BIG SHOW—DOUBLE HEADER  
 —PARADE—NITE CLUB—BROADWAY—MIAMI BEACH  
 —GAY TIME—BRAZIL—STARDUST—PIXIES

IMMEDIATE DELIVERY  
 Cable Address: "GAMES", Chicago, Ill., U.S.A.



**Ops Must Get Together**

RUSSELL, KANS.—"I tried 60%-40% commission basis 20 years ago and had some good luck with it," reports Orval F. Donley of this city.

"But," he adds, "operators must get together. We are all trying to make a living and enjoy a profit on our investment.

"For years I thought that operators couldn't get together on a business basis. I find that my operator competitors are all pretty nice guys.

"They want to make a living, too. And 60%-40% would be the easiest change that could be made at this time. With today's prices, operators simply must get more from the collection.

"It can only be done by united effort. Why give it away?"

box in a location, good or bad, over one year.

"A real hot spot," Mike advises, "gets a brand new model. That makes the location hesitate, in many cases, about switching operators.

"Some of our competitors actually offer 'rewards' for good locations. But where the location knows that it will get the new model when it is presented he'll hesitate about changing to another operator.

"At the same time," Mike continues, "I can write a book on location relations. I mix with them. Take them to ball games, etc. That's the only way to make real friends and hold onto them."

**Front Money Plus More  
 Equitable Commish Basis  
 To Match Location Intake**

SOLDIERS GROVE, WIS.—Mike Young of Mike's Musical Service, this city, believes that front money plus a more equitable commission basis should be used, where necessary, so as to have the operator somehow match the location's share of the intake.

"You just can't operate on one set commission basis," Mike claims.

"My route consists of over 400 juke boxes and about 700 games in four states.

"First," he adds, "we'll take old machines. There's lots of them in the country yet. Maybe some of them won't take in over \$15 per month. Then what are you to do? Your cost of service, records, etc., is still there. In such cases we charge a weekly guarantee of \$5.

"If the machine does over \$60 per month, this is still on older machines, we then take 60%.

"But with any good 100 or 200 selection juke box I take \$10 per week front money guarantee and that's that.

"You just have to keep on your toes," Mike claims, "and watch your service men.

"Changing machines about, especially where location income is down, helps a lot. I never leave any juke



# Through The Coin Chute

## CHICAGO CHATTER

Spirit of optimism prevailing all over town. Most factory vacations over. They're back to busy production schedules. Engineering depts. reported working 'way ahead on new games. Suggestions and ideas from ops and distribs being carefully considered and keenly analyzed. New ideas and new games the market wants are coming soon, everyone believes. . . . At ChiCoin, Sam Wolberg and Sam Gensburg very pleased at favorable reaction from ops and distribs at their 2 plays for 25¢ on the new "Classic Bowling League". "They like the idea and tell us it's a step in the right direction", says Wolberg, "even tho some of them change the chute back to dime." Ed Levin and Mort Secore declare they're taking orders for more of the new bowlers than the factory can ship. . . . Sorry to hear that Joe Shields of Keeney suffered an attack. Joe will be in St. Catherine's Hospital, Kenosha, for a few weeks. Would like to receive cards or letters from friends in the industry, as it gets kinda lonesome in a hospital room, reports Joe.



ED LEVIN

Paul Huebsch says very outstanding selling job being done in E. Tenn. by recently appointed distrib South Dixon of Coin Automatic, Johnson City. South Dixon, by the way, is not a place, it's a name. "He's doing great", asserts Paul, "with our games and venders." Keeney's southern-style salesman Vel Allbritten has been calling in shipping instructions this past week from Atlanta. . . . Art Weinand of Williams advises that he frequently meets Paul Huebsch and his four kids at the Elks' outdoor swimming pool. Added to Art's own brood of three energetic splashers, means other visitors to the pool have to go into deeper water. Art also reports that Sam Stern is one of the busiest these days, planning months ahead and anticipating plenty action this coming fall season for the many Williams' products. . . . Bill O'Donnell either in meetings or on the phones every minute. Too busy with Bally kiddie rides, "Sun Valley" and "ABC Tournament" even to think about vacations. . . . Ted Rubenstein of Marvel, trying to find sales reps for his fast-moving "Lucky Horoscope", encounters nothing but scarcity of men calling on the trade. "A salesman can take this ticket vander out and make a small fortune in no time", sighs Ted.



RAY JONES

Bill DeSelm still can't get over the outstanding hospitality extended to him and Lucy on their vacation out west early in July. The DeSelms spent a week in L.A. as guests of Charlie Robinson. Then visited with J. D. Cox of Advance Automatic in S. F., and were escorted to Yosemite by Bob Portel and Ed Heinle. Back in harness again, Bill all enthused over collection reports on the new United "DeLuxe Bowling Alley". Spreading the good word about all United games were Bob Bever traveling up the west coast, Johnnie Casola covering S.C., Ga. and La., Al Thaelke making stops between Philly and Chi. . . . Mike Detzek of Champion Distributors advises that his 6-pocket pool conversion kit is taking hold in other parts of the country besides Chi. area. "Ops who have tried the conversion", Mike stated, "say it's the cheapest way to make more money". . . . Arft Garvey notes that sales of Bally kiddie rides are up sharply this past month. . . . Phil Moss of Atlas, Des Moines, minding the store all by himself this past week, while his staff away on vacations.



JOE KLINE

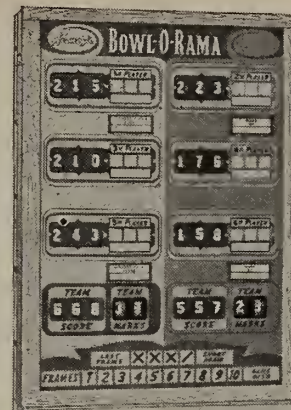
All working together at that efficient Gottlieb plant were Dave, Nate, Sol, Alvin Gottlieb and Judd Weinberg. "Production of 'Continental Cafe'", Alvin reports, "has been going smoothly ever since we reopened the factory July 15". . . . Healthy boost in exports over at World Wide has Joel Stern examining the globe with a bright gleam in his eye. "I get a real thrill", says Joel, "out of the fact that nearly all of these export orders are repeat business". . . . Ben Coven, like all boat owners, knows what it means to be out of sight of land and wanting to get straight back and fast. Decided to do something about it. So now he's marketing an electronic portable direction finder called "NaviGator". . . . Phil Weinberg brought in R. F. Jones to the Ballyplant last week. Then hied himself back to Texas. . . . Over at First, Joe Kline hobbling around the showrooms with a fractured toe. So Wally Finke took over many of the phone calls when Joe couldn't get to it fast enough. Sam Kolber busy checking off an export shipment. Fred Kline hopping from one customer to another. Wayne Toan reported out in the Illinois territory. . . . Nate and Eve Feinstein getting ready for two weeks of relaxation at Brown's Lake. Nate reports Atlas flooded with repair jobs resulting from floods here and elsewhere in the state. Harold Schwartz, Eddie and Maurie Ginsburg report the firm getting more and more action on games as the weeks roll by.

It's a girl again (the third) for Don and Nancy Moloney. Elizabeth weighed 6 lbs., 3 oz. Mother and daughter doing very fine at Mercy Hospital. . . . Mac Brier of Donan claims he's a capable enough do-it-yourselfer to wire his home for his new air conditioning unit. . . . Glen Walters of W & W Music, Dayton, O., writes to advise that the firm's latest Phonovision installation increases collections 75%, and that there's an extra \$25 per month advertising revenue from this unit. . . . With the summer season in full swing, John Frantz reports "Rifle Sport" production keeping him working overtime to catch up with orders. Says John, "It's a good thing we built up a stock of counter games, because they're moving out at a fast clip, too". . . . Herb Jones of Bally has the ideal hobby for a man who works at a desk creating ideas all day long. Herb remodels his home. Right now he's in the middle of building a fence. Which means post holes have to be dug first. . . . Joe Robbins at Empire, in the midst of phone calls and signing letters, gets distracted by the blue ivy-league seersucker jacket sported by Irv Sandler. And Joe even more distracted by the fantastic propositions advanced by Frank Fabiano.



DON MOLONEY

Earl Kies phones to report that the Chi Music Ops dinner-dance to be held at Morrison Hotel's Terrace Casino, Sept. 14, will be "biggest affair



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# Bowl-O-Rama

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Williams DeLuxe 1957 BASEBALL

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ever held." Earl has arranged for a 15-piece band, and promises early mailing of tickets for reserved tables. . . . Letter from Sam C. Miller advises he has discontinued operating phonos in Bowling Green, Ky. and is now a Methodist preacher in Crofton. . . . Ed Holstein suddenly became ill while servicing his route. Looked for a cop. Couldn't find one, so dashed for nearest hospital, which happened to be St. Luke's. Received treatment for the attack, then called his doc. Now Ed is recuperating at home. . . . Much comment heard this past week re 'The Cash Box' predictions for the next 15 years (July 20, page 72). Substantiating one prediction is news report indicating routes here will get bigger as next 15 years of development creates great job market for Chi. As an indirect result of the waterway program, more than 1½ million new jobs will open up. According to the Assn. of Commerce and Industry these 1½ million new jobs can support about 2½ million people. Besides, says the Assn., new plants in Chi should provide jobs for 300,000 directly and another 400,000 indirectly.



HERB JONES

**HAPPY BIRTHDAY THIS WEEK TO:** F. H. Decker, Fond Du Lac, Wis. . . . Homer F. Prior, Cedar Falls, Ia. . . . Les Montooth, Peoria, Ill. . . . Lewis Bogie, Lexington, Ky. . . . Nicholas P. Christy, Detroit, Mich. . . . George Burroughs, New Haven, Conn. . . . Leo Weinberger, Louisville, Ky. . . . Sam Zelles, Shaker Heights, O. . . . Josephine Welsh, New Orleans, La. . . . George A. Miller, Oakland, Cal. . . . Jerry Harris, Omaha, Nebr. . . . W. W. McCallum, Dallas, Tex. . . . Kenneth Ferrier, Oxnard, Cal. . . . W. H. Cooper, Augusta, Ga. . . . Mrs. Mary H. Hughes, Ladova, Ind. . . . William Betz, St. Louis, Mo. . . . Donald W. McFarland, Galesburg, Ill. . . . Mike Imig, Yankton, S. D. . . . Edward H. Newell, Memphis, Tenn. . . . David Berson, Harrisburg, Pa. . . . Robert Mishelow, Hempstead, N. Y. . . . John M. Flowe, Sr., Greenwood, S. C. . . . Arthur R. Berg, Fairmont, Minn. . . . Joseph Mangone, Miami, Fla. . . . Leonard J. Goldstein, Cincinnati, O. . . . William J. Barnett, Selma, Ala. . . . J. M. Flowe, Jr., Greenwood, S. C. . . . Muriel Casola, Chicago, Ill. . . . John J. Hourihan, Glendale, Ariz.



IRV SANDLER

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### NEW STYLE HEAVIER PENNY, NICKEL AND DIME DISPENSERS



**\$13.95**  
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COIN CHANGE QUICKLY MADE  
TO SATISFY CUSTOMERS. NO  
DELAY IN COUNTING COINS OR  
JAMMING OF OLD DISPENSERS.

TOUCH THE LEVER AND FIVE  
COINS DROP IN YOUR HAND.

THE MOST DURABLE AND ACCURATE  
COIN DISPENSER ON THE COIN  
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AVAILABLE IN 1c, 5c, 10c, 25c MODELS

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## Repeat Export Biz At World Wide



JOEL STERN

CHICAGO—Joel Stern, World Wide Distributors, this city, reported this past week that the firm is enjoying increased repeat business from European customers.

Stern attributed the constant growth of repeat orders to the firm's excellent reconditioning and the large number of games available in stock at all times.

"Our policy has always been," Stern stated, "to provide our customers with the finest reconditioned equipment possible."

"Our mechanics know that they must take the same pains and extreme

care in refinishing and checking machines as they do for domestic accounts."

As importers learned that they could depend on World Wide for prompt shipments, according to Stern, they began to send in standing orders for quantities of games to be made ready and shipped according to specifications.

"The repeat business we are enjoying," says Joel Stern, "has come about, in most instances, because we can supply even scarce machines immediately and in outstanding shape."

**60%-40% On New—  
50%-50% On Old**

CHICAGO — Bernard Lazare of Bern's Amusements, this city, offers a suggestion which he believes will prove best for most operators.

"I believe that any machine," advises Lazare, "of not too recent vintage that has been, or is close to being amortized, should be operated on a 50-50 basis."

"On new equipment, however," he adds, "I feel that anything less than 60%-40% is foolish."



# Through The Coin Chute

## CALIFORNIA CLIPPINGS

Plenty of new big record hits sparking the activity along Pico Blvd. this week, bringing lots of operators into the one-stops and distributors. The balmy weather is also getting everybody in the vacation mood. . . . At Minthorne Music, Matt Nordberg just returned from a very successful selling campaign in the San Diego territory, with the Seeburg "Jet-200." Jack LaRue, service engineer for Seeburg factory very pleased with the tremendous turnout for the Seeburg Service school held at Minthornes this week. Harry Orlowski reports that Minthorne has added the Eastern Electric cigarette machine to the lines they carry, with operators very pleased with the convenience of the machine. . . . Martha Delgado enjoying a week's vacation from California Music Co. Also at California Music, everyone is glad to hear that Gabe Orland is recuperating very nicely from his recent illness, and is expected home from the hospital this week. Ted Hook is spending his days off working on the movie lots, and one day this week worked in the new Elvis Presley picture, "Jailhouse Rock." Sammy Ricklin says that the record business is holding up very well during the summer months and "any talk of a 'slump' is only the comparison to last year's figures." According to Sammy, the business enjoyed such an extraordinary summer last year that any period would suffer by comparison.

Much excitement at Sierra Distributors, where burglars made an unsuccessful attempt to break into the building. The thieves tried to drill through the rear wall of the building to gain entry and apparently were scared off before they could complete the job. Wayne Copeland is at home recovering from an emergency appendectomy and should be back in the office this week. Wayne was attending a meeting of the Wurlitzer distributors for the western states in San Francisco when he was stricken and had to be rushed to the hospital. Gary Sinclair in town at Sierra and holding a meeting with the Sierra sales force. . . . Good to see The Cash Box charts being put to such good use at Leuenhagens Record Bar. Kay Solle has all the top seller charts posted for the convenience of operators, and is now posting the "Sure Shots" to keep the operators informed of the up and coming records. All three Solle sisters, and their niece, Barbara, spent last weekend at Blue Jay near Arrowhead as the guests of Mr. and Mrs. C. W. Kelly of Kelly's Music. Barbara was tending operator Frank Lamb of Montabello that she is picking Charlie Gracie's Cameo record of "I Like You So Much It Hurts," as a hit, and advising him to get it for his boxes.

Joe Crug, who has been operating for the last few years in the Pottsville, Pa. area dropped into Badger Sales to visit Al Silberman who was a classmate of his fathers. Joe was here vacationing, and decided he liked California and would like to locate here, and had picked the Santa Barbara area as a tentative site for an operation. Don Ames reports from San Diego that operators like the new Keeney twenty-two column cigarette machine which Badger is featuring. . . . At Paul A. Laymon, Inc., Bill Fritz, Parts Department manager was taking off for a few days vacation on a fishing trip to Big Bear Lake. Jimmie Wilkens busy on sales of Bally's new "ABC Tournament" Bowler, which features rubber pins which are actually hit by the new three and a half inch rubber ball. . . . Louis Brock is the new employee at Norty's Music Center, Louis has lived part of his life in Mexico City, so is well-equipped to handle his new job of being in charge of the Spanish department at Nortys.



# Through The Coin Chute

## DALLAS DOINGS

B. H. Williams and family vacationing in California. . . . Bob Keel, sales manager at Capitol Records' local branch, together with Wayne Tappan, branch operations manager, and their salesmen attending the national sales meeting at the Capitol Tower in Hollywood. . . . Abe Susman of State Music Distributors on a business trip in south Texas. . . . Phil Weinberg, regional sales manager for Bally Manufacturing Company, just returned from a week's trip to Chicago. . . . Garland de la Mar of Waco had a slight auto mishap during his recent visit to our big city when another car collided with his. . . . Cliff Wilson of Walbox Distributing Company spent the weekend in Tulsa with family. . . . Mrs. Faye Mullins is on vacation from her secretarial duties at Walbox Distributing Company. . . . Jimmy Woolsey of Fort Worth back at work after a California vacation. . . . Gunnar Gabrielson, J. P. Seeburg field representative, away on a business trip which will cover five states. Gunnar and his family will be moving into their new home during August. . . . Ernie Tyler out of the R. Warncke Company office in San Antonio is up here substituting for Jim Story, service manager at the local Warncke office, who is away on vacation visiting his family in Tennessee. . . . Sighted Buddy Clem from Paris shopping and visiting along coinrow. . . . Other visitors to the local market included Fred Ellis and Wilbur Brisco from Waco; Mrs. R. A. Titsworth and Buna Carr of Corsicana; Kenneth Rowe of Idabel, Oklahoma; G. C. Ormond, W. F. Thomason, and Pete Selman from Longview; Jiggs Hamilton, Fort Worth; H. K. Lyde, Sherman. . . . Benny Willard has joined the staff at American Amusement Company. . . . Anne Airhart, general manager and bookkeeper at Town North Music, spent her vacation deep sea fishing in Florida. . . . Irv Pinensky, owner of Eric Distributing Company in San Francisco, attended the NAMM convention in Chicago and returned to Dallas with John Rogers of the local Eric branch to visit for awhile. . . . Mrs. Joe Lantin of King Record Market has taken daughters Susie, Judy and Stuart to visit their grandmother, Mrs. H. M. Juster, in Minneapolis.



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**Amusement Pinballs**  
*as American as Baseball and Hot Dogs!*

**BOOST YOUR EARNING POWER WITH  
GOTTLIEB'S TWO PLAYER**



**LOCATION TESTED AROUND THE WORLD!**

- 3 Holes Lite in Rotation for 200 Points
- Red and Green Rollovers Lite Red and Green Pop Bumpers to Score 10 Points
- 2 Bulls-eye Targets Score 50 Points for Center Hit
- High Score to 1900 Points
- 2 Super-Powered Flippers and "Cross-Board" Cyclonic Kickers
- Available with Twin Chutes

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1140-50 North Kostner Avenue • Chicago 51, Illinois

ALL GOTTLIEB MACHINES ARE EQUIPPED WITH NATIONAL SLUG REJECTORS

**Ops Must Obtain More  
Equitable Commish**

**Must Become Salesmen To Protect  
Investment & Efforts**

UNION CITY, N.J.—Bert Betti of H. Betti & Sons, this city, points out that, in some cases, continuing on a straight 75%-25% commission basis can prove inequitable to the operator; and, at times, to the location.

He gives an example whereby the operator in one case would practically be taking all of the intake on a 75%-25% basis and, in another case, would be inequitable to himself.

"Altho we may be in slight disagreement", Bert advises, "on the commission proposals of your fine magazine, we agree with you 100% that the operator must awaken to the fact that he must operate his equipment on an equitable basis for himself.

"Otherwise", continues Bert, "he will find himself in dire straits. With the high cost of equipment and operation, as we see it, he has no alternative but to turn himself into a salesman to make sure that he gets what he is entitled to for his investment and efforts.

"The days of just installing a machine in a location on a 50-50 basis and operating that machine haphazardly are over. An operator must convert to 10¢. He must program properly. He must keep his equipment up to date and in shipshape appearance.

"In other words", concludes Bert, "he must become a businessman in the highest sense. Otherwise he will not survive the tough days ahead."



**Through The  
Coin Chute**

**HOUSTON HAPPENINGS**

Local coin and record folks were shocked by the tragic death of Norma Morrow, 21, employed in sales department of H. W. Daily past three years. She was shot to death with a revolver by her recently divorced husband after she refused to remarry him. Morrow then killed himself. Norma was acquainted with most music operators and record buyers in the area and her efficient service and patient smile will long be remembered by most of them. . . . Another father and son partnership as E. J. Slanina, Jr. joined up with his dad in the extensive music and game operations of Sly Distributing Co. . . . Two youngsters, Joe Snyder and Curtis Wren, (The Moonlighters) registered a hit local-wise with their first recording, "Broken Heart" and "Glow of Love" just released on the Tara label. The boys, assisted by manager Aileen Suttle, wrote both songs and claim rockabilly as their style. . . . John E. Williams (Williams Amusement) while recuperating from a painful operation, took a postman's holiday traveling over the Southern States. Reported amusement business fair in New Orleans considering extra hot weather; good at Panama City, Fla. and on beaches and booming in Biloxi and Gulfport, Miss. . . . Richard Miller, formerly with Foleys, now manager of Palms Music Center record shop in Meyers Bros. Dept. store at Bellaire. . . . New in offices of Gulf Coast Music Systems (Seeburg) is a cute brunette named Dorothy Zepeda. . . . Attractive Marian Mapes, record buyer for Joskes, visiting with Christina Lansing at Acme Record Distributing. . . . Harold Daily (H. W. Daily) returned from the NAMM show in Chicago with statement that it was a really worthwhile convention. . . . Margie Kunkel, United Record Distributing, back from a pleasant vacation.

**Suggests "Per Day Front Money" Guarantee**

GREENFIELD, MASS. — Arthur K. Strahan of Mohawk Music Service, this city, who believes in 60%-40% with a minimum on no wall box set-ups and in 70%-30% plus minimum to cover costs, also has a unique plan which he believes should appeal to the trade.

On a 200 selection phono, Strahan

recommends \$2 per day front money, then 50-50. On 120 selection phono he suggests \$1.50 per day front money. On 100 selections he suggests \$1.25 per day and 50-50. This is all on current models.

On all other models, 100 selection equipment, he recommends \$1 per day front money and then split 50-50.

**MID-YEAR CLEARANCE  
ATTENTION: WHOLESALERS**

Write for Quantity Prices.  
MUSIC: AMI, Seeburg, Wurlitzer.  
GAMES: Bally, Keeney, Chicago Coin, United.

ARCADE EQUIP. ALSO.  
Fast Action Gets Fast Action!

**IMPORTERS**

We have the Music Machines and Amusement Games you want . . . at **THE PRICE YOU CAN PAY.** We save you money as all equipment is shipped from New York. Perfectly reconditioned by skilled mechanics.

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2000

**\$695** ONLY 10  
IN STOCK

**ATLAS MUSIC CO.**

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# BALLS Actually HIT The PINS

Now player gets full impact of REAL BOWLING as GIANT BALLS make direct contact with GIANT PINS. Pins actually fly up as a hit is made FOR REALISTIC ACTION. New plastic pins have been specially developed and tested to take continuous heavy play.



**GIANT PINS**

REALISTIC SIZE

Larger Than Ever Before!

*Ebonite*

THIS BALL "Makes the Game"

**Classic BOWLING LEAGUE**

**GIANT BALLS**

GENUINE EBONITE

4 1/2 in. DIAMETER—2 1/2 POUNDS

Plus NEW HIGH SCORE Of The Week Feature! (Key Controlled)

Choice of 3 Size Cabinets 13 ft.—16 ft.—18 ft.

Shipped in 2 sections! Wider Cabinet!

Striped Playfield! Genuine Gutters!

NEW PROFIT MAKING FEATURE!

2 Games for 25c

Also available as One Game for 25c

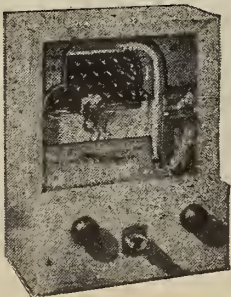
Easily convertible to regular 10c play!

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1940 W. LAKE ST., CHICAGO 12, ILL. (Tel.: TAYlor 9-2399)

Full Line of Parts at all times. Repairs and Reconditioning on all A.B.T. equipment.

## Must Get Better Than 50%-50%

LOUISVILLE, KY.—“Personally, I think that locations have always received too much commission,” reports Hy Branson of this city, “even in the days when a nickel was really worth 5c.”

“But because that’s the way it was started, and also due to the pressure of competition, the commission basis has been generally accepted on a 50-50 basis.”

“There is no question that operators can’t make it anymore on a straight 50-50. But what to do about it and how to change it to a more equitable basis is another problem.”

“Each operator must survey his own problem and analyze each location to see where he can profitably change over to an arrangement that will be more beneficial to him.”

“There are enough good businessmen among location owners who will realize that the operator can’t continue indefinitely on his present commission basis. These locations may agree to

change. If enough of them do, it might be easier to convince the others.”

“However, the job would be easier if this were attempted as a concerted effort, rather than just by one, individual operator.”

“Also there will be some fringe operator who will offer anything just to get a location. Even tho he loses money doing it.”

“I don’t have any simple solution or formula, but believe it to be one of those things that will have to work itself out from an economic standpoint.”

“Either you make money operating, or you go out of business. It’s as simple as that.”

### Deduct Record Cost As Well

WILMINGTON, N.C.—“We believe the best way to enjoy a more equitable return on our investment,” advises L. B. (Mac) McCormick of this city, “is, in addition to 10c play plus 60%-40%, to deduct the retail price of all records as top money.”

## Kaye’s Pool Conversion Being Delivered

BROOKLYN, N.Y.—Irving Kaye, Irving Kaye Company, Inc., this city, reports that the firm is making substantial deliveries of its new 6-hole conversion unit for Bumper pool games.

Kaye advises that the conversion fits all 3-hole Bumper pool games. “We are particularly proud of this conversion,” stated Kaye, “as we supply a top grade slate top, which, with its 6 holes makes it into a regular pool table. We use 15 balls, each 1-7/8” in diameter, and the shooter is 2” in diameter. Our complete new top frame and rails makes a new game out of an old pool table.”

“We have gone thru extensive location tests” Kaye continued, “which has resulted in exceptional cash box returns.”

Kaye stated that it takes only one half hour to convert an old game with his conversion unit.



## CLASSIFIED ADVERTISING SECTION

## WANT

WANT—Used 45 records, any amount. No R & B. Not over 6 months old. I pay 14¢ and the freight. R. SMITH, 625 N.E. 163rd STREET, NORTH MIAMI BEACH, FLA.

WANT—Phonograph records made before 1940. Dealers or juke box stock. I will pay the highest prices. Some labels wanted are Brunswick, Vocalion, Paramount, Gennett, Meletone. JACOB S. SCHNEIDER, 109 WEST 83rd ST., NEW YORK, N. Y. (Tel.: TRafalgar 7-9147).

WANT — Rock-Ola 120 Wall Boxes and 1438 Comets. H & H MUSIC AND DISTRIBUTING, 1626 THIRD AVE., M OLINE, ILL. (Tel.: 4-6703).

WANT—Your used or surplus records all speeds. 45's our specialty. We buy all year round and pay top prices. No lot too large or too small. No more than 10% blues. We pay freight. BEACON SHOPS, 821 NO. MAIN STREET, PROVIDENCE, R. I. (Tel.: UNION 1-7500).

WANT—Used records, 45's or 78's. All types—Pop, Hillbilly, Blues. We buy year round, any quantity. We can provide shipping cartons if needed. Write or phone. JALEN AMUSEMENT CO., INC., 14 E. 21st STREET, BALTIMORE 18, MD. (Tel.: BELmont 5-2881).

WANT—AMI 80, 120, 200 selection Wall Boxes, Hideaway units, Phonographs. Late 2 Player Pinballs. Write stating condition, number and best cash price. ST. THOMAS COIN SALES LTD., ST. THOMAS, ONT., CANADA (Tel.: 2648).

WANT—Used American 12 ft. Rebound Shuffle Boards also overhead units for same. Please advise best price. WESTERN DISTRIBUTORS, 3126 ELLIOTT AVE., SEATTLE, WASH. (Tel.: GARfield 3585).

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO, GALGANO DIST. CO., 4142 W. ARMITAGE, CHICAGO 39, ILL. Tel.: (DICKens 2-7060).

WANT—Nickelodeons, violanos, player pianos, organs and other mechanical musical instruments in working condition or as is. Send description and lowest price to ADMIRAL MUSIC CO., 3246 NO. PULASKI ROAD, CHICAGO 41, ILL. (Tel.: KILDare 5-3055).

WANT—Will pay cash for late model Juke Boxes and late model Amusement Machines. Send list. DAVE LOWY, 594 TENTH AVE., NEW YORK, N. Y., (Tel.: CHICKering 4-5100).

WANT—AMI and Wurlitzer Wall Boxes in quantity. State condition and price in first letter. ECONOMY SUPPLY CO., 577 TENTH AVE., NEW YORK, N. Y. (Tel.: CHICKering 4-8628).

WANT—To buy for cash 1436 Fireball, 45 RPM and 1438 Comet. SEACOAST DIST., INC., 1200 NORTH AVE., ELIZABETH, NEW JERSEY (Tel.: BI 8-3524).

WANT—Used Bally Bingos; Gottlieb and Williams Pins; Guns and Phonographs. Send complete list. Highest prices paid. Representatives of Wurlitzer and Gottlieb Games. GABE FORMAN OR SANDY MOORE, YOUNG DISTRIBUTING L. I. CORP., 240 E. MERRICK RD., FREEPORT, L. I.

WANT—Used Records. High prices paid for 78's and 45's. No quantity too large or too small. We buy brand new LP's (33-1/3 RPM) in quantity. Write or phone. FIDELITY DISTRIBUTORS, 666 10th AVE., NEW YORK 36, N. Y. (Tel.: JUDson 6-4568).

WANT—Used Bingo games reconditioned or not, also Seeburgs M100A, M100B. Are also interested in agencies for new games for Belgium and Luxembourg. Airmail offers including seaworthy packing f.a.s. New York and catalogues to: ETS. SONIBEL, 30, AVE. DU PORT, BRUSSELS, BELGIUM.

WANT—Gimmicks, Screeching, Howling—They are no substitute for talent. Survey reports Michael Anthony Great Baritone Crooner. Softer Music is coming back. Write or Post Card for free Michael Anthony Sample Record. H.R.C. RECORD PROMOTIONS, 214 HOLLYWOOD WAY, BURBANK, CALIF.

WANT—Round The World Trainers—Drivemobiles, Other Arcade Equipment. Quote lowest price and condition. DONAN DIST. CO., 5007 N. KEDZIE AVE., CHICAGO 25, ILL. (Tel.: JU 8-5211).

WANT—Literature on any type of coin machine — Merchandising, Amusement, Skill, Rides, Music — anything that takes a coin for any purpose. WITHAM ENTERPRISES AND ASSOCIATES. 20-22 CUNNINGHAM AVE., GLENS FALLS, N. Y.

WANT—Attention Everyone in the Coin Business. We want Arcade Equipment and All the Bally and United Bingos you have. Plenty of \$\$\$\$ waiting. Don't Write or Wire but call us collect—LOcust 4-4415. BELGIAN AMUSEMENT CO., 334 NORTH BROAD ST., PHILADELPHIA, PA.

WANT—To Purchase 5,000,000 Surplus Records, All Speeds. We Prefer Large Quantities And Will Buy For Cash. Top Prices Offered. Write Or Phone, Collect—RANSEL TRADING CORP., 1000 AUSTIN BLVD., ISLAND PARK, N. Y. (Tel.: GEneral 2-1650), JESSE SELTER, PRES.

## CLASSIFIED ADVERTISING SECTION

WANT—Twenty Bingos, Beach Clubs or Better—Also 10 or more Holly Cranes. Needed at once. A-1 Routeman and Mechanic—Honest, Sober, No Drifters—Can Almost Write His Own Ticket—For Right Person. Write or Wire. FOR SALE—Ten H-200. GEORGE DENNEY'S AMUSEMENT CO., RT. 1, BOX 65, PERKINS, OKLA.

WANT—To Buy—Used Pin Game & Bingo Legs. Bally & United. Please advise how many you have and price. CLEVELAND COIN MACHINE EXCHANGE, INC., 2029 PROSPECT, CLEVELAND, OHIO (Tel.: Tower 1-6715).

WANT—Latest Model Music Machines. Quote Price in First Letter. KOEPEL DIST. CO., 607 TENTH AVE., NEW YORK 36, N. Y. (Tel.: LONG-acre 3-4028-9).

WANT—Used Gottlieb and Williams 5 Ball Pins. High prices paid for Model 1954 on. Call collect—UNION 3-8574—Union 3-8627. H. BETTI & SONS, 1706 MANHATTAN AVE., UNION CITY, N. J.

WANT—Used Records! 45's, 78's and LP's. No amount too small or too large. Write stating amount on hand. We pay premium price for proper merchandise. PEP NOVELTY CO., 4404 N. PAULINA ST., CHICAGO 40, ILL. (Tel.: UPTown 8-9680).

WANT — Vending Machines, late model, all types. Must be in A-1 Condition, ready for location. Candy, Cigarettes, Coffee, etc., RELIABLE COIN MACHINE CO., INC., 184 WINDSOR ST., HARTFORD, CONN. (Tel.: 6-3583).

## FOR SALE

FOR SALE—Bally Gold Medals & Blue Ribbons \$175.00 ea.; United Bowling Alley (Latest Ball Lifts) Write; Mercury \$150.00; Super Slugger \$225.00.

WANT—Chi-Coin Deluxe Skeerolls. MOHAWK SKILL GAMES CO., 67 SWAGGERTOWN ROAD, SCHENECTADY 2, N. Y. (Tel.: Union 4-5107 & Franklin 7-2162).

FOR SALE—Records!!! 5¢ over wholesale, and label. Free title strips. Quick service. New accounts, token deposit with order. We also purchase surplus records now unused only. RAYMAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel.: OLYmpia 8-4012, 4013).

FOR SALE—Chicago Coin 6 Player Ski Bowl, \$375; Genco 6 Player Ski Ball, \$375; Genco 2 Player Ski Ball, \$350; United Super Slugger, \$295; Williams 4 Bagger, \$345; Genco State Fair Gun, \$350. UNIVERSITY COIN MACHINE EXCHANGE, 858 N. HIGH ST., COLUMBUS 8, OHIO, (Tel.: AX-minster 4-3529).

FOR SALE—United and Chicago Coin Shuffles, 10th Frame and later models; Wurlitzer 1500's, 1400's, 1250's, 1015's; all type Bingos; Coon Hunt, as is or shopped. CAN-YON STATES DIST. CO., 301 E. 7th, TUCSON, ARIZONA. (Tel.: 3-8688).

FOR SALE — Hi-Speed Super Fast Shuffle Board wax. 24 one-pound cans per case, \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin, J. H. Keeney. STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—Bowlers: ABC Bally 14' and 11', Deluxe Congress, DeLuxe ABC. Bally Bingos: Show Times, Key Wests, Big Shows, Big Times, all models. GLOBE DISTRIBUTING COMPANY, 1623 NO. CALIFORNIA AVE., CHICAGO 47, ILL. (AR 0780).

FOR SALE—All types of used Pool Tables, jumbo and regular. Also late Shuffle Alleys. Will trade for AMI Jukes or Seeburg. Special price on ultra modern speaker and Baffle (8 inch speaker), \$7.50. GATEWAY DISTRIBUTING CO., 3622 W. NORTH AVE., CHICAGO 47, ILL. (Tel.: DICKens 2-1214).

FOR SALE — The best buy in used Bally Bingo Games. Just buy one and you will see why you pay a little more and be glad you did. Your money back if not completely satisfied. 1/3 deposit with all orders. Write or call: ALLAN SALES, INC., 937 MARKET ST., WHEELING, W. VA. (Tel.: CEDar 2-7600).

FOR SALE—New modern wall speakers, \$11.95 ea.; C.C. Band Box (used), \$95; 5206 (48 sel.) Wall Boxes, \$29.50; Seeburg 100 sel. Wall Boxes, \$49.50. BILOTTA DIST. CO., 224 N. MAIN STREET, NEWARK, N. Y. (Tel.: NEWark 598).

FOR SALE—Guns: Genco's State Fair; Exhibit's Sportland Shooting Gallery. Bingos: United's Pixie, Singapore and Cabana. SALINA MUSIC AND AMUSEMENT CO., 121 NORTH 7th, SALINA, KANSAS.

FOR SALE—United Hawaiiis, \$45; Chicago Coin Tournament Ski-Bowls (Like New), \$395; Blondie (Like New), \$250. J. ROSENFELD CO., 4701 WASHINGTON BLVD., ST. LOUIS 8, MISSOURI (Tel.: FOrEst 7-6730).

FOR SALE—One Double Header, like new, A-1 condition, \$475. LEWIS & FOLLETT MUSIC CO., SOUTH 180 HOWARD ST., SPOKANE 4, WASH. (Tel.: MA 8585).

FOR SALE—Used machines of all models, as is or shopped and ready for location. AUTOMATIC MUSIC DISTRIBUTORS, INC., 900 NORTH WESTERN, OKLAHOMA CITY 6, OKLA. (Tel.: FOrEst 5-3456).

FOR SALE — Everything—Everything Goes In Mid-Year Clearance Sale. Entire Stock. AMI, Seeburg, Wurlitzer, Music, Bally, Keeney, Chicago, United, Games, Arcade Too. Fast Action Gets Fast Action. RUN-YON SALES CO., 593 TENTH AVE., NEW YORK, N. Y. (Tel.: LO 4-1880).

## CLASSIFIED ADVERTISING SECTION

**FOR SALE—Guns:** Exhibit Jungle Hunt, \$375; Seeburg Shoot the Spook, \$75; Genco Circus Rifle Gallery (New), \$425. **W. B. DISTRIBUTORS, INC., 1012 MARKET ST., ST. LOUIS 1, MO., (Tel.: Central 1-9292).**

**FOR SALE—Broadways, \$245; Big Shows, \$320; Key Wests, \$390; Night Clubs, \$270.** All machines cleaned and ready for location. 1/3 Deposit, Balance COD or Sight Draft. **NASTASI DIST. CO., 912 POYDRAS, NEW ORLEANS 12, LA., (Tel.: MA 6386).**

**FOR SALE—Millions of Extra coins** are taken from clean Machines—Clean Right With Lemonite. Carl J. Speis, Evansville, Indiana, uses and sells Lemonite—Try Lemonite Electric Contact Cleaner—Lemonite Contact Paste & Liquid Lube—**GRACO SALES CO., ROUTE 1, BOX 403, ARLINGTON, TENNESSEE.**

**FOR SALE — 200 Seeburg, Write; AMI Model A's No broken plastics, \$75; Seeburg 20 Selection Boxes changed over 10c, 3 for 25c; \$10; Wurlitzer 3020, \$5; Two Vendor Coin Changers, \$65; 1717 Rock-Ola Steppers, \$30; Gold Star, \$145; Stage Coach, \$155; Gypsy Queen, \$165. H & H MUSIC AND DISTRIBUTING, 1626 THIRD AVE., MOLINE, ILL. (Tel.: 4-6703).**

**FOR SALE—Expert Buyers Attention! In-Line Games, \$35 & up; Pool Tables, \$50 & up; Pin Games, \$25 & up; Music, \$75 & up; Kiddie Rides, \$100 & up. ASSOCIATED AMUSEMENTS, INC., 8 RUGG ROAD, ALLSTON 34, MASS. (Tel.: Stadium 2-4010).**

**FOR SALE—Comco—Extended Range Speakers and Baffles.** Quantity at modest prices. Engineered for heavy duty use. Satisfaction guaranteed or money will be refunded. Finished in Lined Oak, Natural or Mahogany. Packed two to a carton, \$11.95 ea. **COVEN MUSIC CORP., 3181-3 ELSTON AVE., CHICAGO 18, ILL. (Tel.: Independence 3-2210).**

**FOR SALE—Beach Beauty, \$200; Key West, \$395; Big Show, \$300; Nite Club, \$285; Broadway, \$250; Parade, \$300; Big Time, \$135; Saddle & Turfs, \$155. CROWN NOVELTY CO., INC., 920 HOWARD AVE., NEW ORLEANS, LA. (Tel.: Canal 7137).**

**FOR SALE—AMI F-120, \$675; AMI E-30, \$400; Seeburg, M100C, \$545; Seeburg M100G, \$695; Wurlitzer, 1700, \$575; Wurlitzer, 1800, \$695. MONROE COIN MACHINE EXCHANGE, INC., 2423 PAYNE AVE., CLEVELAND 14, OHIO (Tel.: Superior 1-4600).**

**FOR SALE—ChiCoin Flash Bowler, \$100; ChiCoin Playtime, \$100; United Chief, \$75; United Official, \$25; 1 ChiCoin Band Box Speaker, \$75. WANT—Late Bally Bingos. AUTOMATIC AMUSEMENT CO., INC., 1000 PENNSYLVANIA ST., EVANSVILLE 8, IND. (Tel.: HA 3-4508).**

**FOR SALE — Inventory clearance — 100 selection Seeburg wallboxes, new chrome covers, new white buttons. Thoroughly reconditioned, \$42.50 per box. Wire deposit immediately. Quantity limited. SHELTON SALES, INC., 881 MAIN STREET, BUFFALO 3, NEW YORK. (Tel.: Lincoln 9106).**

**FOR SALE—10 Rockola 1446; 50 All Makes and Models Kiddie Rides; 200 late model, including brand new Show Times, Bingo Machines. Write, Wire, Call. REDD DISTRIBUTING COMPANY, INC., 298 LINCOLN ST., ALLSTON, MASS. (Tel.: ALgonquin 4-4040).**

**FOR SALE—AMI W-30 Wall Boxes, \$60 ea.; AMI W120 Wall Boxes, \$62.50 ea.; Seeburg Chrome 100 Selection Wall Boxes, \$52.50 ea. All boxes checked and in perfect condition. UNITED DISTRIBUTORS, INC., 920 W. SECOND, P.O. BOX 1995, WICHITA 12, KANSAS. (Tel.: HO 4-6111-4-3504).**

**FOR SALE—Reconditioned, Guaranteed, Wurlitzer 24 Record Hideaway Cellar United, complete with Packard Adaptors, price, \$80. Wallboxes, clean, \$6; Wurlitzer 1080's, \$75. FEDOR MUSIC CO., 3004 SMITH DRIVE, ENDWELL, N. Y.**

**FOR SALE—I Post War Photomat.** Will trade for Bingos or Phonographs. Very Slightly Used Six Pocket Pool Tables. Perfect Condition, \$195. **LIEBERMAN MUSIC CO., 257 PLYMOUTH AVE., NO., MINNEAPOLIS 11, MINN. (Tel.: Federal 9-0031).**

**FOR SALE—Bowling Alley Conversion Kit.** Needs no cutting of playing field, takes approximately 3 hours to install on old shuffle alley. Rubber Balls. Fits almost all shuffle alleys. Write for low price. **WEST SIDE DIST., 612 TENTH AVE., NEW YORK, N. Y. (Tel.: Circle 6-8464).**

**FOR SALE—Seeburg V-200, very clean, \$775.00 ea. Make us your best offer for 10. 1/3 deposit, balance C.O.D. YOUNG DISTRIBUTING, INC., 575 11th AVE., NEW YORK 36, N. Y. (Tel.: Chickering 4-5050).**

**FOR SALE — New and Used Phonographs, 5 Balls, Bingos, Shuffle Alleys and Arcade Equipment. Distributors for AMI, United, Williams and Auto-Photo. CENTRAL DISTRIBUTORS, 2315 OLIVE ST., ST. LOUIS, MO. (Tel.: Main 1-3511) or 2805 MAIN ST., KANSAS CITY, MO. (Tel.: HARRison 1-4747).**

**FOR SALE—America's finest reconditioned phonographs and music accessories. Every one of our reconditioned machines guaranteed beautiful condition regardless of price. Tell us what you need. Get our prices before you buy. ANGOTT DISTRIBUTING CO., INC., 2616 PURITAN AVENUE, DETROIT 21, MICH. (Tel.: UNiversity 4-0773).**

**FOR SALE—Williams Jet Fighter, \$150; Exhibit Sportland Rifle, \$125; Williams Safari, \$225; Williams Sidewalk Engineer, \$150; Williams Crane, \$175; Chicago Coin Twin Hockey \$225; Chicago Coin Steam Shovel, \$175; Relax-A-Lator (New), \$200; Mercury Gripper (New), \$24.50; Keeney Sportsman Rifle, \$125. All Cleaned and Shopped—Ready For Location. MILLER-NEWMARK DISTRIBUTING CO., 42 FAIRBANKS ST., N.W., GRAND RAPIDS 2, MICH. (Tel.: GL 6-6807)**

## CLASSIFIED ADVERTISING SECTION

**FOR SALE—Big Ben; Hot Diggity; Thunderbird; Skill Pool; Surf Rider; Three Duces; Lulu; Wonderland; Snafu; Derby Day; Green Pastures; Grand Slam; Guys & Dolls. All priced at \$10 above low Cash Box prices. GLOBE AUTOMATIC VENDING COMPANY, 291 WATER STREET, QUINCY, MASS. Tel.: MAYflower 9-0010).**

**FOR SALE—All types used AMI, Wurlitzer and Seeburg equipment. Clean and shopped or as is. Factory Distributor for Seeburg. DICKSON DISTRIBUTING CO., 631 W. CALIFORNIA, OKLAHOMA CITY, OKLA. (Tel.: REgent 6-3691).**

**FOR SALE—Large stock of Bingos, Shuffle Alleys, Pool Games; Phonographs. If we don't have what you want, we will make an honest effort to get it. Distributors for United, Exhibit, Rock-Ola and Williams. Write for jobber's discount. DAN STEWART CO., 140 EAST 2nd SOUTH, SALT LAKE CITY 11, UTAH. (Tel.: DAVis 2-2473).**

**FOR SALE—New Six Pocket Pool Table, 41x74". Write. 1st Grade 48" Cue Sticks, \$1.69 ea.; \$18 doz.; Rails with Live Rubber, Quality Cloth, 32x48", \$11.95 set; 3" Marbelized Rubber Balls, \$1.49 ea. CHAMPION DIST. CO., 3833 W. DIVISION ST., CHICAGO, ILL. (Tel.: ALbany 2-3272).**

**FOR SALE—AMI F 120, Like New, \$545; AMI A, \$49.50; AMI C, \$95; Wurlitzer 1800, \$765; Wurlitzer 1700, \$645; 4851 Wurlitzer Wall Boxes, Like New, \$12.50; Telequiz, \$65; Oxygen Machine, Like New, \$95; Shuffleboards: United Imperial, \$65; United Banner, \$135; United Leader, \$100; United Rainbow, \$95; Chicago Coin Triple Score, \$45; Seeburg C, \$475; Seeburg B, \$395; Seeburg Wall Boxes, \$45. Large stock of Five-Balls and Bingo Machines. LEW JONES DISTRIBUTING CO., 1301 N. CAPITOL AVE., INDIANAPOLIS 2, IND. (Tel.: MELrose 5-1593).**

**FOR SALE—Williams, United and Chicago Coin Electric Front Pool Tables, \$50 ea. Write. PENNSYLVANIA VENDING CORP., 1826 E. CARSON ST., PITTSBURGH 3, PA.**

**FOR SALE — Complete line of used Phonographs, Shuffle Games, Cigarette Machines and various types of all other games and equipment. Lowest prices. Best merchandise. One letter, wire or phone call will convince you. We are factory representatives for United, Williams, Bally, DeGrenier and Genco. TARAN DISTRIBUTING, INC., 3401 N.W. 36th ST., MIAMI 42, FLA. (Tel.: NEWton 5-2531).**

**FOR SALE—Muto-Scope K.O. Champ, \$350; Williams DeLuxe B. B., \$100; King Of Swat, \$275; Rock and Roll, \$85; Gladiator, \$265; Marathon, \$285; Broadway, \$325; Nite Club, \$400; Wurlitzer, 1800, \$625. NEW ENGLAND EXHIBIT CO., NEWTON, MASS. (Tel.: DE 2-1500).**

**FOR SALE—Muto Photomatic with envelope vendor, \$250.00 worth supplies all \$475.00. Got. 2-Player Tournament \$265.00; Got. 4-Player Scoreboard \$260.00; 2-Player Balls-A-Poppin', \$295.00, A-1 condition. C & W DISTRIBUTING CO., 301 MAIN STREET, JOPLIN, MO. (Tel.: MAYfair 4-3412).**

**FOR SALE — Bally: Key Wests \$295.00; Big Shows \$275.00; United: Manhattans \$57.50; Brazils \$219.50; Monacos \$199.50; Stardusts \$159.50. NEW ORLEANS NOVELTY CO., 115 MAGAZINE ST., NEW ORLEANS, LA. (Tel.: Canal 5306).**

**FOR SALE — Games, Including Hunter, \$265; Gunsmoke, \$345; Bally Dude Ranch, \$75; Gayety, \$85; Miami Beach, \$185; Broadway, \$325; Night Club, \$365; Big Show, \$475; Key West, \$515; United Tropics, \$40; Nevada, \$50; Manhattan, \$105; Pixie, \$160; Stardust, \$210; Evans Saddle & Turf, \$195 (Club Model). Completely Reconditioned—Guaranteed. MICK-EY ANDERSON, 314 EAST 11TH ST., ERIE. PA. (Tel.: 5-7549).**

**FOR SALE—Lowest prices Thunderbolts, Lightnings, \$229.50 ea.; Hollywood Bowlers, \$269.50; Chicago Coin Super Home Run, \$179.50; Bingos, Pool Tables, trade for Kiddie Rides, Arcade Equipment or write best cash offer. Ready for location. ALLIED DISTRIBUTING CO., 786 MILWAUKEE AVE., CHICAGO, ILL. (Tel.: Canal 6-0293-4-5).**

**FOR SALE—22 Foot Rock-Ola Shuffle Boards. TOLEDO COIN MACHINE EXCHANGE, 814 SUMMIT, TOLEDO, OHIO.**

**FOR SALE—King Arthur, \$35; Twenty Grand, \$55; Disc Jockey, \$75; Grand Slam, \$85; Four Corners, \$85; Gypsy Queen, \$185; Gayety, \$119.50; Miami Beach, \$235. Make offer on Bright Lights, Bright Spots, 3-4-5's, Long Beach, Circus, Star-Want—Big Times. NOBRO NOVELTY CO., 142 DORE ST., SAN FRANCISCO, CALIF. (Tel.: MA 1-5438).**

**FOR SALE — 3 Keeney Speedlances, Chicken Sam Rifle, Shuffle Bowlers, Guns. Also Pool Tables—all makes and models. For best buys, write or call: HY POLO AMUSEMENTS, INC., 1969 W. WILSON AVE., CHICAGO 40, ILL. (Tel.: Longbeach 1-3378).**

**FOR SALE—All Games Cleaned and In Working Order. Seeburg "A"s (78's), \$175; Jumbo \$275; ABC, \$275; Rockets, \$65; Victory, \$55; Mystic, \$90; Triple Strike, \$110; Flash Bowler, \$70; Williams Four Bagger, \$285; Used Pool Tables, Valley — Bally — Williams, \$50; Bally Space Ship, \$195; New Keeney Coffee Machine, Write. Wire—Write or Phone HE 1-7577. 1/3 Deposit Required On Each Order. We are exclusive factory distributors for: Bally — Williams — Rock-Ola. LAKE CITY AMUSEMENT CO., 4533 PAYNE AVE., CLEVELAND, OHIO, (Tel.: HE 1-7577).**

**FOR SALE—Wurlitzer 1800, \$695.00; Wurlitzer 2000, \$985.00; Seeburg V-200, \$795.00; Seeburg Model "A" converted to 45 RPM, \$275.00. HASTINGS DISTRIBUTING COMPANY, 6100 WEST BLUEMOUND ROAD, MILWAUKEE 13, WIS. (Tel.: BLuemound 8-6700).**

**WANT — Used 12' American Bank Shuffleboards; 22' American & Rockola Shuffleboards, & Overhead Score Units. Quote best resale price. STATE AMUSEMENT CO., 1531 BROADWAY, TACOMA 2, WASH. (Tel.: FULTon 3-2282).**

CLASSIFIED ADVERTISING SECTION

FOR SALE—We have a large stock of reconditioned Shuffle Games and Bingo. Write for list. WESTERHAUS CORP., 3726 KESSEN AVE., CINCINNATI, OHIO. (Tel.: Montana 1-5000).

FOR SALE—Bally, Key West \$350.00; Big Show \$275.00; Parade \$275.00; Nite Club \$265.00; Broadway \$230.00; Big Time \$120.00; Terms one third deposit, balance sight draft. GENERAL DISTRIBUTING COMPANY, 1609 ORLEANS AVE., NEW ORLEANS, LA. (Tel.: Tulane 6729).

FOR SALE—Bingo's: Pixie \$125.00; Gayety \$65.00; Tahiti, Nevada \$35.00; Fiveball's: Whiz Kids, Springtime, College Daze, Pin Bowler, Georgia, Holiday \$35.00 ea.; 3-Dimensional Theatre \$175.00; Shuffleboard Electric Scoreboards, with coin rejector \$35.00 ea. All equipment checked and ready for location. PACIFIC KIDDIE RIDES DISTRIBUTING COMPANY, 1212 SOUTH TACOMA AVENUE, TACOMA, WASHINGTON.

FOR SALE—14 and 11 foot Bowler Parts Specials; Back glass protector, \$11.95 ea. Plexiglas Pin Panel protector, 12 1/2"x23", \$5.95 ea. Non-scuff rubber balls, 3", \$1.95 ea. WICO CORP, 2913 N. PULASKI RD., CHICAGO 41, ILL. (Tel.: Mulberry 5-3000).

FOR SALE—100 Telequiz, with film. Reconditioned, refinished, ready for location. 5c or 10c play. Special price, \$99.50. Write for quantity prices and list of other equipment. G O R SALES, 5216 N. LECLAIRE AVE., CHICAGO, ILL. (Tel.: Avenue 3-6818).

FOR SALE—Wurlitzer 2000, \$900; Wurlitzer 1900, \$825; Seeburg M-100A, \$225; United Handicaps, used, \$435. WANT—All 45 rpm phonographs, especially Seeburg B's, C's, R's, G's, and J's. NATIONAL NOVELTY CO., 640 W. MERRICK ROAD, VALLEY STREAM, L. I., N. Y. (Tel.: LOcust 1-6770 and 6771).

FOR SALE—Reconditioned Seeburg 100 Selection Wall-O-Matics, Model 3W1, Chrome Covers, New Selection Buttons, New Aluminum Instruction Plates, \$57.50. Telephone or wire collect. SYracuse 75-1631. DAVIS DISTRIBUTING CORP., 738 ERIE BLVD., E., SYRACUSE 3, N. Y.

FOR SALE—Seeburg M100A, \$225; M100C, \$575; M100G, \$760; M100W, \$700; M100R, \$800; 3W1 Chrome, \$55; Wurlitzer 1800, \$750; 1900, Write, AMI D80, \$300; 40, \$175; Evans Century, \$275. MUSICAL SALES, 2334-36 OLIVE STREET, ST. LOUIS 3, MO. (Tel.: CH 1-8561).

FOR SALE—Eight assorted 14 foot bowlers — Bally, United, Chicago Coin, Write, ready for location. T & L DISTRIBUTING CO., 1663 CENTRAL PARKWAY, CINCINNATI 14, OHIO. (Tel.: MAin 1-8751).

MISCELLANEOUS

NOTICE—I will Build Slot Machines to Fit any Foreign Coin. Prices Reasonable. SOUTHERN COIN MACHINE EXCHANGE, JIM KELL, 712 CLAIBORNE DRIVE, NEW ORLEANS 21, LA.

NOTICE—Attention Operators: It pays to diversify your source of income! Place Latex, Comb, Ball Point Pen machines and others in your present or new locations. Write for free catalog. NATIONAL SANITARY SALES, INC., 6640 N. WESTERN, DEPT. CB, CHICAGO 45, ILL.

NOTICE—Louisiana & Southern Mississippi Operators. Your authorized Rock-Ola Distributor is HUEY DISTRIBUTING CO. Write, wire or phone. 3760 AIRLINE HIGHWAY, NEW ORLEANS 20, LA. (Tel.: VERNON 5-7976).

NOTICE—It's your business to KNOW THE FACTS! How can operator-cooperatives affect you? How can you get your locations' cooperation? How can "10c Play Plus" help you? What percentage of the nation's juke boxes feature 10c play? What percentage of U. S. amusements feature 10c play? All this and more appeared in The Cash Box. In addition to "The Cash Box Price Lists" which, for over 18 years since their inception, have been internationally recognized and officially accepted The Cash Box is the publication that conceived the idea for MOA (Music Operators of America). The Cash Box originated and has constantly crusaded for: "National Public Relations Bureau," "Dime Play," "National Credit Bureau," "National Board of Trade," "National School for Mechanics," "2-Minute Recordings," "Equalized Record Tone Level." The Cash Box' "Quarterly Export Edition" has won world wide recognition and international acclaim. The Cash Box Annual Encyclopaedic Edition plus its Anniversary Issue is accepted as "The Year Book of the Industry." When you send \$15 for a full year's (52 weeks) subscription to The Cash Box (just about two bits a week) you are getting what has been acclaimed by all as: "The BIBLE of the Industry." Send your \$15 check today to: THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

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NOTICE—That idea you have can become a new coin operated device. Contact Bob Young for Development and Engineering advice. BOB YOUNG'S SERVICE, 3427 BEN LOMOND PL., LOS ANGELES 27, CALIF. (Tel.: NO 2-3254).

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## THIS WEEK'S USED MACHINE QUOTATIONS 18th YEAR OF PUBLICATION 930th CONSECUTIVE WEEK'S ISSUE

### How To Use "THE CASH BOX PRICE LISTS"

[Also known as the "C. M. I. (Coin Machine Industry) BLUE BOOK"]

**FOREWORD:** Many times, wide differences appear in the quotation of high and low prices of certain equipment. Like any true reporter "The Cash Box Price Lists" can only feature the market prices as they are quoted. "The Cash Box Price Lists" act exactly the same as the market quotation board at the Stock Exchange—posting the prices as they are quoted for the past week, regardless of how much they may seem to be out of line. Some prices do not change for months. "The Cash Box Price Lists," rather than show no price, retain the last known quotations for such equipment so that the subscriber at least has the last known prices as a basis to work with. Prices may be very widely divergent. Someone on the West Coast may feel a certain machine worth \$150.00 whereas someone on the East Coast may think it worth but \$75.00. Of course, serial, appearance, demand, territory, quantity, and condition of equipment must be taken into consideration. (Some equipment offered by outstanding firms, having a reputation for shipping completely reconditioned machines, will be offered at higher prices than others, due to the added cost of reconditioning.) "The Cash Box Price Lists" reports each quotation exactly as it is made and depends on the subscriber to make average price adjustments to fit the peculiarities of his territory.

**METHOD:** "The Cash Box Price Lists" should be read as follows: First price listed is lowest price quoted for the week; Second price listed is highest price quoted.

**FOREIGN BUYERS:** To cover cost of packing, crating, shipping, etc., figure an additional \$20 to \$25 on Pin Games—and \$25 to \$30 on Phonographs.

#### CODE

- |                             |                                    |
|-----------------------------|------------------------------------|
| 1. Prices UP                | 5. No quotations Last 2 to 4 Weeks |
| 2. Prices DOWN              | 6. No quotations 4 Weeks or Longer |
| 3. Prices UP and DOWN       | 7. Machines Just Added             |
| 4. No change from Last Week | * Great Activity                   |

### REGARDING SELLING PRICES

## IMPORTANT!

Reports received indicate that, in some cases, purchasers become upset due to the fact that they cannot, many times, buy equipment listed in the lower price brackets. Sometimes sellers of machines listed at from \$10.00 to \$25.00 ask from \$50.00 up to \$75.00 and even more for these very same machines. Purchasers of such equipment must realize that machines in the very low priced categories are much worn to be priced at these low figures. To completely recondition such machines, the reconditioner must add onto his price the cost of transportation to obtain these machines, the labor, parts and supplies needed to recondition the machines, plus the cost of cartons, crates and labor for packing and shipping of the machines, in addition to a decent profit which will, in most cases, raise the price of a \$10.00 to \$20.00 machine to anywhere from \$50.00 to \$75.00 and up. In the case of arcade and kiddie ride machines these may even be higher due to the fact that many of the parts have to be made by hand or contracted for at some machinist shop, since manufacturers of many of the old arcade machines and kiddie rides are no longer in business and it is impossible to obtain parts for reconditioning. Purchasers of such equipment should take these facts into consideration and, at the same time, should also realize that many buyers today have their own repair and reconditioning departments as well as experienced mechanics, such buyers will purchase machines "as is", at prices quoted by the trade at large, and recondition the machines themselves to meet their own operating standards.



### PHONOGRAPHS

LISTED ALPHABETICALLY

#### AMI

4. Model A, '46, 40 Sel., 78 RPM .....	35.00	95.00
4. Model B, '48, 40 Sel., 78 RPM .....	75.00	125.00
2* Model C, '50, 40 Sel., 78 RPM .....	85.00	135.00
1* Model D-40, '51, 40 Sel., 78 RPM .....	150.00	250.00
2* Model D-80, '51, 80 Sel., 45 RPM .....	255.00	325.00
2* Model E-40, '53, 40 Sel., 45 RPM .....	275.00	350.00
2* Model E-80, '53, 40 Sel., 78 RPM .....	295.00	400.00
3* Model E-120, '53, 120 Sel., 45 RPM .....	350.00	450.00
4. Model F-80, '54 80 Sel., 45 RPM .....	495.00	650.00
4* Model F-120, '54, 120 Sel., 45 RPM .....	495.00	675.00
4. Model G-80, '55, 80 Sel., 45 RPM .....	575.00	725.00

4* Model G-120, '55, 120 Sel., 45 RPM .....	595.00	750.00
4* Model G-200, '56, 200 Sel., 45 RPM .....	725.00	825.00
4. WM Wall Box .....	5.00	10.00
4. SM or SL Stepper .....	10.00	15.00

#### EVANS

4. Mills Constellation, '47 Model 951, 40 Sel., 78 RPM .....	25.00	45.00
4. Constellation, '49, Model 135, 40 Sel., 78 RPM .....	65.00	90.00
4. Jubilee, '52, Model 245, 40 Sel., 45 RPM .....	100.00	150.00
4. Century, '52, Model 2045, 100 Sel., 45 RPM .....	200.00	275.00

#### ROCK-OLA

6. 1422, '46, 20 Sel., 78 RPM .....	25.00	60.00
6. 1424, '46, Playmaster Hideaway, 20 Sel., 78 RPM .....	30.00	60.00

### (PHONOGRAPHS—Continued)

4. 1426, '47, 20 Sel., 78 RPM .....	35.00	65.00	2* V200, '55, 200 Sel., 45 RPM .....	690.00	825.00
4. 1428, '48, Magic-Glo, 20 Sel., 78 RPM .....	35.00	75.00	4. W1-L56 Wall Box 5c ..	3.00	5.00
4. 1432, '50, Rocket '50-51, 50 Sel., 78 RPM .....	75.00	100.00	4. 3W2 Wall-a-Matic .....	3.00	6.00
4. 1432, Same as above Converted to 45 RPM .....	90.00	135.00	4. W5L-56 .....	5.00	10.00
4* 1434, '51, Rocket '51-'52, 50 Sel., 78 RPM .....	120.00	175.00	4. 3W5-L56 Wall Box 5c, 10, 25 c .....	5.00	10.00
4. 1434, Same as above, Converted to 45 RPM .....	135.00	185.00	4. W6L-56 5/10/25 Wireless .....	5.00	10.00
4. 1436, '52, Fireball, 120 Sel., 45 RPM .....	145.00	265.00	4. 3W7-L-56 .....	5.00	10.00
4. 1436A, '53, Fireball, 120 Sel., 45 RPM .....	165.00	285.00	4* 3W1 Wall-a-Matic .....	40.00	60.00
4. 1438, '54, Comet, 120 Sel., 45 RPM .....	385.00	450.00			
4. 1446, '54, Hi-Fi, 120 Sel., 45 RPM .....	485.00	650.00			
2. 1448, '55, Hi-Fi, 120 Sel., 45 RPM .....	595.00	800.00			

#### SEEBURG

4. 146S, '46, Standard, 20 Sel., 78 RPM .....	20.00	40.00	4. 1217, '50, Hideaway, 48 Sel., 45 or 78 RPM .....	65.00	130.00
4. 146M, '46, Master with Remote Attach., 20 Sel., 78 RPM .....	20.00	40.00	4. 1250, '50, 48 Sel., 45 or 78 RPM .....	95.00	145.00
4. 147S, Standard, 20 Sel., 78 RPM .....	20.00	50.00	4* 1400, '51, 48 Sel., 45 or 78 RPM .....	125.00	195.00
4. 147M, '47, Master with Remote Attach., 20 Sel., 78 RPM .....	20.00	55.00	4. 1450, '51, 48 Sel., 45 or 78 RPM .....	135.00	195.00
4. 148S, '48, Standard, 20 Sel., 78 RPM .....	20.00	60.00	4. 1500, '52, 104 Sel., 45 & 78 Intermix .....	195.00	240.00
4. 148M, '48, Master with Remote Attach., 20 Sel., 78 RPM .....	20.00	65.00	4. 1500A, '53, 104 Sel., 45 & 78 Intermix .....	225.00	275.00
4. 148ML, '48, Light Cab. Master with Remote Attach., 20 Sel., 78 RPM .....	20.00	70.00	4. 1600, '53, 48 Sel., 45 & 78 Intermix .....	225.00	325.00
4* M100A, '49, 100 Sel., 78 RPM .....	165.00	225.00	4. 1650, '53, 48 Sel., 45 RPM .....	250.00	350.00
2* M100B, '51, 100 Sel., 45 RPM .....	340.00	425.00	4. 1650A, '54, 48 Sel., 45 or 78 RPM .....	275.00	395.00
2. M100BL, '51, 100 Sel., 45 RPM, Light Cab. .....	340.00	450.00	2* 1700, '54, 104 Sel., 45 RPM .....	500.00	600.00
4* M100C, '53, 100 Sel., 45 RPM .....	450.00	575.00	1* 1800, '55, 104 Sel., 45 RPM .....	595.00	795.00
2* HF100G, '45, 100 Sel., 45 RPM .....	575.00	725.00	1* 1900, '56, 104 Sel., 45 RPM .....	675.00	895.00
4* HF100R, '54, 100 Sel., 45 RPM .....	650.00	800.00	1* 2000, '56, 200 Sel., 45 RPM .....	695.00	1035.00
			4. 2140 Wall Box .....	3.00	5.00
			4. 3020 Wall Box .....	2.50	9.00
			4. 3048 (Conv. of 3020) ..	5.00	8.00
			4. 3031 Wall Box .....	3.00	8.00
			4. 3045 Wall Box .....	4.00	10.00
			4. 4820 Wall Box .....	10.00	20.00
			4* 4851 Wall Box .....	10.00	25.00



### PINBALL GAMES

Manufacturers and date of game's release listed. Code: (B) Bally; (CC) Chicago Coin; (Ev) Evans; (Ex) Exhibit; (Ge) Genco; (Got) Gottlieb; (Ke) Keeney; (Un) United; (Wm) Williams.

4. ABC (Un 3/52) .....	20.00	40.00	4. Classy Bowler (Got 7/56) .....	225.00	240.00
4. Ace High (Got 2/57) ..	275.00	375.00	4. C.O.D. (Wm 9/53) ..	50.00	85.00
4. Across the Board (Un 9/52) .....	20.00	45.00	2. Colors (Wm 11/54) ..	110.00	140.00
4. All Star Basketball (Got 1/52) .....	20.00	30.00	4. Coney Island (B 9/52) ..	20.00	50.00
4. Arabian Knights (Got 12/53) .....	85.00	120.00	4. Control Tower (Wm 3/51) .....	15.00	25.00
4. Arcade (Wm 11/51) ..	25.00	35.00	4. Coronation (Got 11/52) ..	30.00	75.00
4. Army-Navy (Wm 10/53) ..	35.00	65.00	4. County Fair (Un 9/51) ..	15.00	30.00
4. Atlantic City (B 5/52) ..	25.00	65.00	4. Crossroads (Got 5/52) ..	45.00	65.00
4. Auto Race (Got 9/56) ..	250.00	285.00	4. Crosswords (B 1/56) ..	195.00	295.00
4. Balls-A-Poppin, (B 11/56) .....	225.00	295.00	4. Cue Ball (Wm 2/57) ..	275.00	300.00
2* Beach Beauty (B 11/55) ..	190.00	275.00	2. Cyclone (Got 5/51) ..	20.00	40.00
2* Beach Club (B 2/53) ..	30.00	55.00	4. Daffy Derby (Wm 8/54) ..	75.00	130.00
4. Beauty (B 11/52) .....	40.00	60.00	4. Daisy May (Got 7/54) ..	125.00	155.00
4. Big Ben (Wm 9/54) ..	75.00	130.00	4. Dealer "21" (Wm 2/54) ..	35.00	80.00
4* Big Show (B 9/56) ..	300.00	500.00	4. Derby Day (Got 5/56) ..	175.00	220.00
4. Big Hit (CC 7/52) ..	20.00	40.00	4. Diamond Lill (Got 12/54) .....	110.00	145.00
2* Big Time (B 1/55) ..	120.00	190.00	4. Disk Jockey (Wm 11/52) ..	35.00	70.00
4. Blondie (CC 8/56) ..	195.00	250.00	4. Domino (Wm 5/52) ..	25.00	50.00
4* Brazil (Un 10/56) ..	245.00	350.00	4. Double Action (Ge 1/52) ..	15.00	30.00
4. Bright Lights (B 5/51) ..	25.00	45.00	4. Double Feature (Got 12/50) .....	15.00	30.00
4. Bright Spot (V 11/51) ..	35.00	65.00	2* Double Header (B 7/56) ..	300.00	450.00
2* Broadway (B 12/55) ..	230.00	350.00	4. Dragonette (Got 6/54) ..	100.00	150.00
4. Cabana (Un 3/53) ..	20.00	65.00	2. Dude Ranch (B 9/53) ..	40.00	75.00
4. Capri (CC 10/56) ..	145.00	245.00	4. Duette (Got 4/55) ..	165.00	195.00
4. Caravan (Un 2/56) ..	195.00	275.00	4. Easy Aces (Got 12/55) ..	175.00	215.00
4. Caravan (Wm 6/52) ..	30.00	50.00	4. Eight Ball (Wm 1/52) ..	25.00	45.00
4. Chinatown (Got 10/52) ..	35.00	75.00	4. Fairway (Wm 6/53) ..	40.00	55.00
4. Circus (Un 8/52) .....	35.00	55.00	4. Five Star (Univ 5/51) ..	20.00	40.00
4. Circus Wagon (Wm 10/55) .....	185.00	250.00	4. Flag Ship (Got 1/57) ..	295.00	365.00

(PINBALL GAMES—Continued)

Table of Pinball Games with columns for game name, price, and availability. Includes games like Flying High, Four Bells, Four Corners, etc.



Table of Shuffle Pool Games with columns for game name, price, and availability. Includes games like Bally Victory Bowler, Genco Shuffle Pool, Genco Match Pool, etc.



UNITED'S

# Playtime

FEATURES

## Selectable Squares and Line FOR More Scoring Combinations



**3** SEPARATE SCORES

CAN BE MADE EACH GAME WITH  
**RED, ORANGE, YELLOW**  
IN-LINE COMBINATIONS

**4** WAYS TO PLAY  
FOR EXTRA TIME

CORNER SCORES

UNI-HOLE

EXTRA BALLS

TRI-DECK  
ADVANCING SCORES

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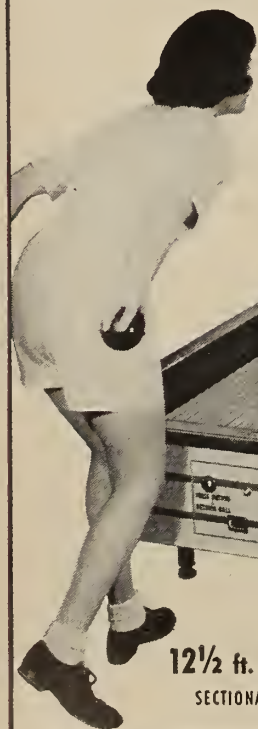
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